

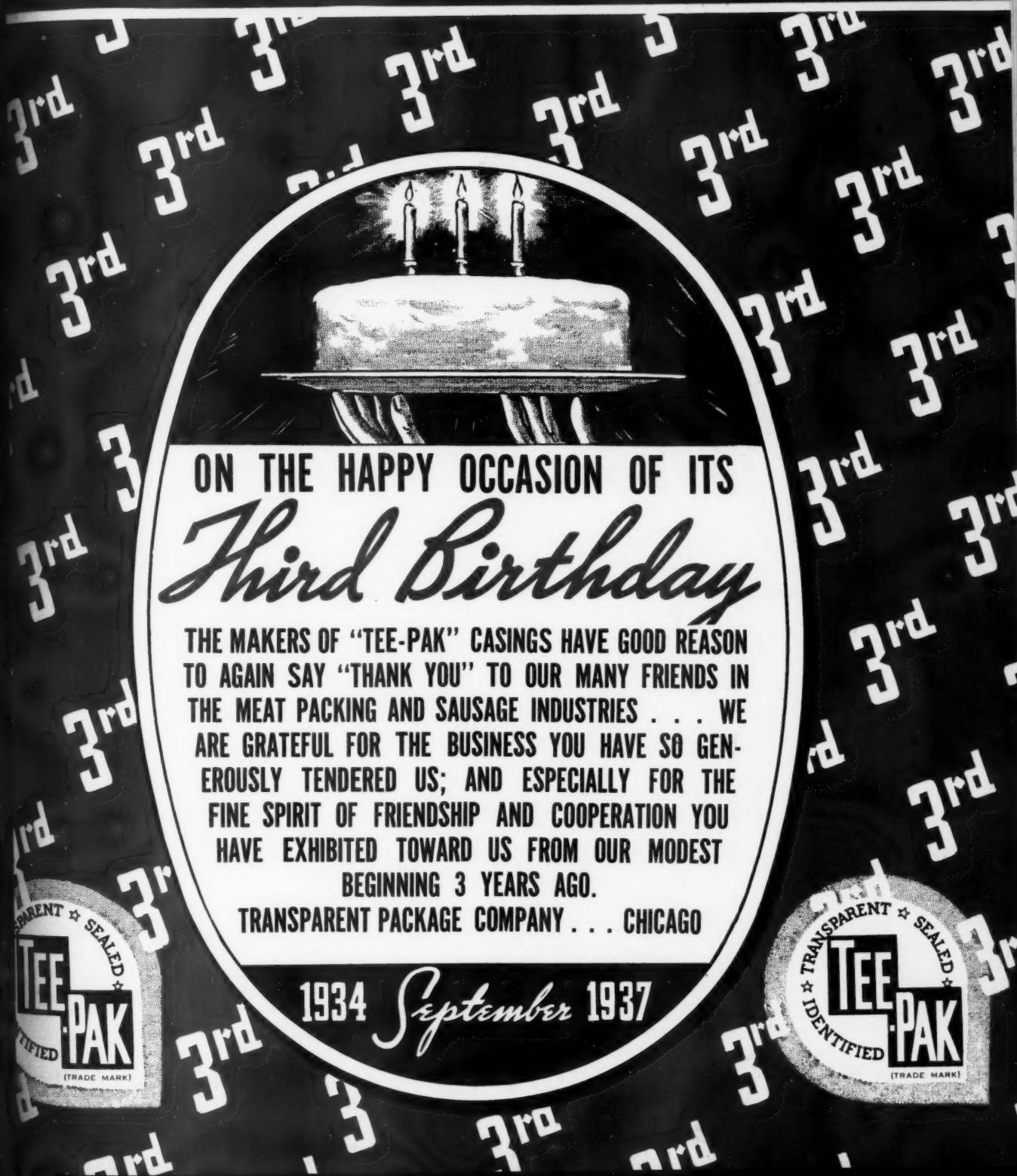
# THE NATIONAL SAUSAGE

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 21

SEPTEMBER 11, 1937

11



*6% did you say?*



**I'M MAKING  
20% ON MY INVESTMENT!**

**F**IRST mortgages and bonds are all right but the new Buffalo equipment we recently installed in our sausage room is giving us 20% return on our investment.

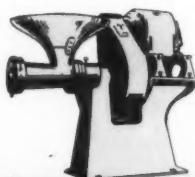
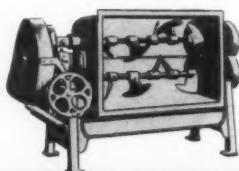
We've lowered our production costs, improved the quality of our products and increased our sales volume. That has meant a big increase in net profits.

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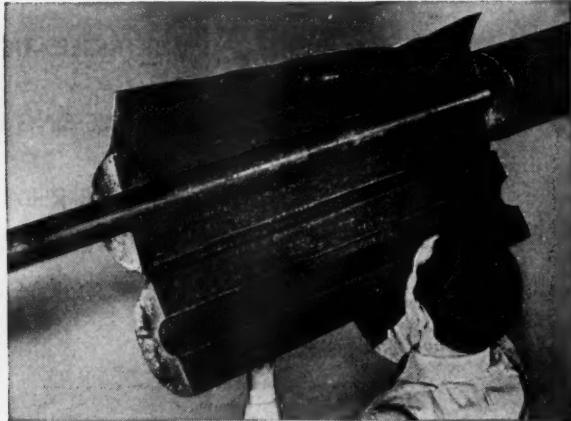
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LOW-TEMPERATURE INSULATION  
in sheet form...and for pipe covering

# THE NATIONAL PROVISIONER

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES

Volume 97

SEPTEMBER 11, 1937

Number 11



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"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

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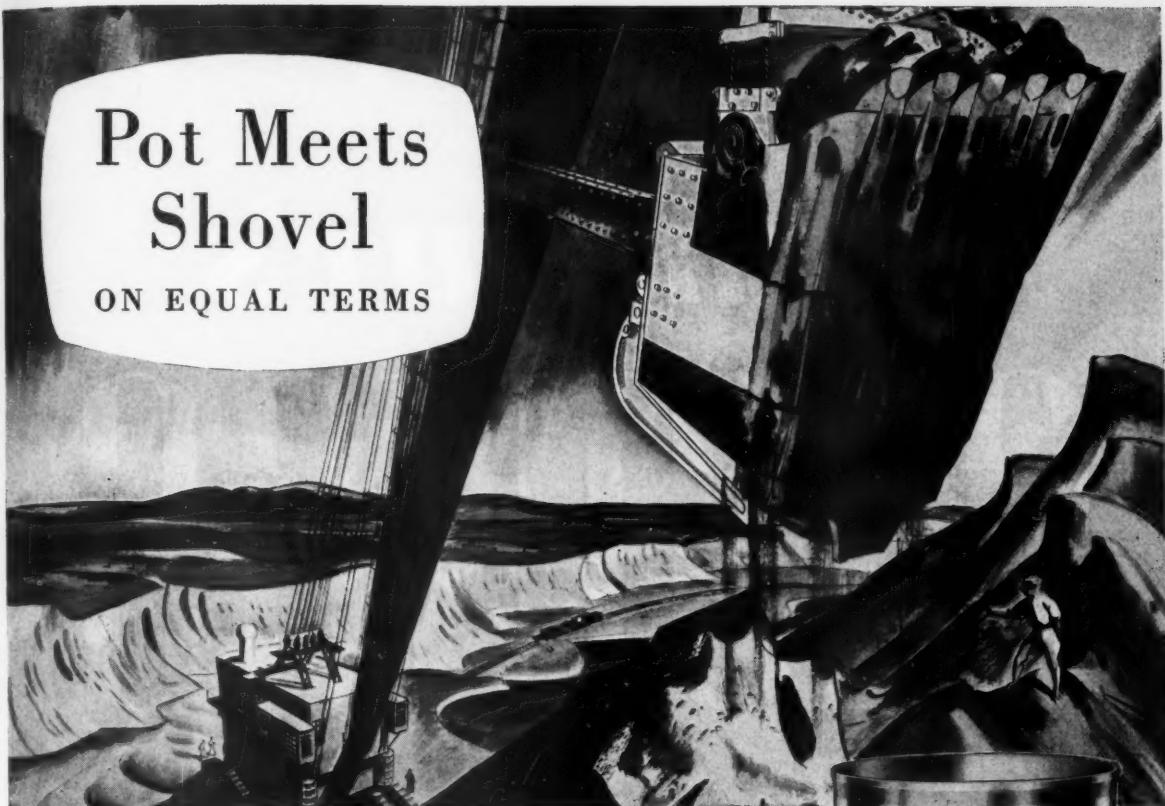
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*Dependable Selection • Uniform  
Quality • Prompt, intelligent  
service • Always the best....  
always a complete selection*

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# THE NATIONAL PROVISIONER

SEPTEMBER 11, 1937

*The Magazine of the Meat  
Packing and Allied Industries*

## PORK RESULTS NEED EXPLAINING

**P**ACKER executives have been puzzling over their pork results most of the time for many years. There seem to have been plenty of alibis but few remedies, except when Providence in the guise of ample hog supplies came along to help them make a better showing.

Realization of the need for better merchandising is taking hold, as well as a feeling that plant operations might be improved. Management has been busy explaining to directors the reasons for poor pork results. Now a stockholder who is wondering about the soundness of his investment comes in with a few questions.

**STOCKHOLDER ELLIS:** Mr. Smith, at the last annual meeting you were quite optimistic regarding the outlook for our company this year. We are approaching the close of the fiscal year. Do you think our profits will be in line with your forecasts?

### Disappointing Earnings

**PRESIDENT SMITH:** I fear they will not. As a matter of fact, it now appears that our earnings will be disappointing.

**STOCKHOLDER ELLIS:** Your statement is rather surprising to me. I am not a large stockholder, but naturally the indifferent results of recent years are causing me some concern.

I have attended every stockholders' meeting since I bought my stock. The impression that I have gained at these meetings is that the management is too much inclined to *attribute losses to conditions beyond our control*, and to be *too optimistic about future operations*.

I know the packing business is difficult, but I also know there are packing companies which are apparently able to overcome conditions. If you can

spare the time, I would like to ask you some questions.

### Embarrassing Questions

**PRESIDENT SMITH:** I will be glad to answer your questions to the best of my ability.

**STOCKHOLDER ELLIS:** Are there any fundamental causes—such as lack of adequate operating capital, location of our plant, inadequate plant facilities, or any other reasons—that prevent our com-

pany from making profits in line with other packing companies doing a comparable volume?

**PRESIDENT SMITH:** We have ample operating capital, our plant is well located for obtaining livestock supplies and for the distribution of our products. On the whole, I think we have an efficient plant and equipment. We have been able to acquire such new equipment and make plant improvements as have been considered necessary or advantageous. I think our plant operations are conducted economically.

### What Is Wrong?

**STOCKHOLDER ELLIS:** Are you hampered in any way in the management of the business?

**PRESIDENT SMITH:** I am not. On the contrary, I have splendid cooperation from the board of directors.

**STOCKHOLDER ELLIS:** You have replied specifically to questions that have given me some concern. Apparently we are not handicapped by lack of capital, location or facilities, nor are you hampered in the management of the business.

### High Cost of Hogs

Now, I remember your stating at a stockholders' meeting several years ago that the high cost of hogs was the cause of our unsatisfactory earnings, and

that lower costing hogs would substantially improve earnings. It is difficult for me to understand why we did not have satisfactory profits in the years that hogs averaged to cost around 4 cents.

**PRESIDENT SMITH:** During those years there was an oversupply of hogs and of product. We had to keep our product moving at the best prices we could.

**STOCKHOLDER ELLIS:** I confess the packing business is a puzzle to me. When livestock prices are high we are given one reason for unsatisfactory earnings, and when livestock prices are low we get another. At what level of livestock prices can we expect to make reasonable profits?

### Selling Below Cost

**PRESIDENT SMITH:** That is a difficult question to answer. The only one I can make is that we do not seem to be able to sell the product on a basis that will provide for the cost of hogs, expense and a reasonable profit.

**STOCKHOLDER ELLIS:** To me, as a stockholder, your explanation is quite unsatisfactory. If I accept your statement literally, I must assume that it is necessary for us to sell our product below cost. If that is a fact, I have a poor investment.

**PRESIDENT SMITH:** I should have amplified my statement. Some divisions of our business are showing satisfactory earnings—our pork operations are not. The only reason I can give you for unsatisfactory pork earnings is that we have to sell our product in line with competitive prices of similar grades and qualities, and in meeting competitive prices we have been unable to show satisfactory earnings on pork products.

### Better Pork Earnings

**STOCKHOLDER ELLIS:** Am I to understand that you expect our pork operations to continue to be unsatisfactory?

**PRESIDENT SMITH:** Pork operations have been the important subject of our recent board meetings. I am on record with the board that we are going to substantially improve our earnings, particularly pork earnings.

We are about completing a most exhaustive analysis of every division of our business. We found many leaks and opportunities for improvement. Most of the leaks have been stopped and many improvements made in plant operations. We are now devoting our attention to doing a better selling job.

Top on cattle at Chicago at \$18.75 this week was the highest of record for September with one exception—in 1918, when top went to \$19.60. Price was the highest paid at any time in more than 9 years.

+ + +

Hog kill under federal inspection continues to show slight increases, kill at 8 points for week ended Sept. 3 totaling 182,978 head, 2,200 more than previous week, and compares with 213,214 head same time last year.

We are pricing our product more sensibly, have discontinued price shading privileges excepting our established quantity discounts. We are gradually eliminating unprofitable accounts and endeavoring to replace these with profitable accounts.

### No More Excuses

I am through with accepting or making excuses. I no longer think—I know—that we will very substantially improve our pork earnings. I can assure you that our entire organization is keyed up to do a much better job.

**STOCKHOLDER ELLIS:** Your statement is quite gratifying to me. Confidence based on sound reasoning is a great asset. If we recognize our weaknesses and earnestly strive to overcome them, improvement is bound to come.

I am, as you know, on the credit committee of a bank. In that capacity I have an opportunity to learn a great deal about companies in other industries. The companies making real progress are those whose managements direct their thoughts and efforts to overcoming unsatisfactory conditions.

### Efficient Management

Officials of these companies apparently are too busy to worry about "conditions" or "competition," whereas officials of companies showing mediocre earnings or losses continually harp on these subjects. The principal difference between these two types of companies is management.

**PRESIDENT SMITH:** I am glad to have had an opportunity of discussing affairs of the company with you. Stockholders are entitled to a reasonable return on their investment. I feel keenly my responsibility, and assure you that we have quit worrying about "conditions" and "competition," and instead we are devoting our thoughts and efforts to overcoming obstacles and improving our own business. I hope it will be convenient for you to call upon me often.

**EDITOR'S NOTE:** If stockholders and directors of corporations were less inclined to accept explanations that do not explain, and place less reliance on optimistic forecasts, perhaps management would make a greater effort to produce satisfactory results.

The President of A. Packer & Company has had a change of heart. He no longer believes that "conditions" and "competition" are responsible for his company's indifferent results. He knows there is a lot he can do to better the conditions in his company, and he is going to do it.

In the next installment of this dialogue the President "lays down the law" to his key men.

## MARKET Trends

Federally-inspected slaughter of live stock during August was larger than in July for all classes except hogs. Cattle, calf and hog slaughter was smaller than in August, 1936, but sheep and lamb kill was approximately 100,000 head larger.

July imports of pork meats, both fresh and cured, totaled 7,000,000 lbs., compared to 3,100,000 lbs. in July, 1936. Seven months, 1937, imports totaled 42,400,000 lbs., equivalent of approximately 243,000 live hogs.

+ + +

Meat imports at New York for week ended September 3 totaled 2,262,206 lbs. Of this, 766,257 lbs. was ham in tins, 240,092 lbs. picnics in tins and 191,708 lbs. pork carcasses from Sweden.

# HOG CLEANING Improved by New DEPILATING METHOD

HOG dehairing methods—thanks to the genius of equipment engineers serving the industry—have always been in the forefront of mechanical advance in packinghouse practice. But certain hog hair difficulties have remained to bother packers and those who service them.

One such difficulty—costly to the hog slaughterer in many ways—now seems to be on the road to solution, if the evidence of results in a number of well-known plants may be taken as evidence.

## Hog Hair Troubles

Hair is inedible and B.A.I. regulations require that it be completely removed from hog carcasses. To comply with such a rule has been difficult and expensive, and the regulation has been a cause of endless controversy between packers and inspectors.

Inspectors have insisted that all hair be removed. On the other hand—because of the variation in hogs and the nature of hog hair—packers have been unable to fully meet the requirement, so that there has been a persistent demand on the one hand that could not be completely met on the other.

Trouble in dehairing hogs has not been due to any lack of effort on the part of equipment manufacturers to develop efficient dehairing equipment for the purpose, but largely to the nature of hog hair. Hair grows from roots deeply imbedded in the skin. These roots branch out into many smaller roots, which interlock so firmly with the connective tissue that it is impossible to pull out a live hair by its roots; it will break off before roots will come out.

## Scalding Difficulties

The purpose of scalding is to soften this adhering tissue. Heat and moisture disintegrate it, so that most of the hair can be removed by the traction developed by the hog scraper.

However, on account of varying thickness of skin, roots of some hairs are imbedded more deeply than others, and this thicker tissue is not disintegrated during scalding to the same extent as is that surrounding hair roots closer to the surface.

This hair with deeper roots, therefore, is more difficult to remove. Also some of it is located so that it is not readily accessible to hog scraper traction, and it often remains attached to the carcass.

The ordinary practice is to singe and shave these remaining hairs. These operations only burn or cut off the hair shafts even with the surface of the skin, leaving the remainder—that por-

tion ordinarily known as hair stubble—in the skin. Length of these remaining portions depends to a considerable extent on the thickness of the skin at the point where they are located, but they are usually  $\frac{1}{2}$  to  $\frac{1}{4}$  in. long.

## Losses Now Suffered

Though carcasses may appear to be free from hair after being singed and shaved, in reality they are not. Close examination of pork cuts that have been smoked or processed reveals numerous short shafts of hair imbedded in the skin and protruding above it.

This situation imposes a heavy cost burden on packers due to the following causes:

Labor of singeing and shaving.

Loss of head fat due to trimming.

Damage to heads and snouts because of mutilation in removing hair.

Degrading of pork cuts caused by hair stubble and cuts by shavers.

Production delay due to time required to reclean carcasses and stopping of chain by inspectors.

These losses it is said may be avoided to a considerable extent by adoption of a new method of removing hog hair remaining after carcasses have passed through the dehairing machine.

## Remedy in New Method

This new depilating process has been perfected recently by The Allbright-Nell Co., after exhaustive experiments in cooperation with the Tobin Packing Co., Fort Dodge, Ia. Briefly, it consists in lifting the carcass—while suspended on the trolley and gambrel—off the stationary rail that leads from the gambrelling table, and conveying it downward far enough to immerse it in a hot liquid adhesive material, and then upward to a point where it is deposited on another rail leading to the hog dressing conveyor.

Here employees remove the coating of adhesive material—which in the meanwhile has hardened to a semi-plastic state—and along with it all of the remaining hair, including the roots. *There is no need for shaving.* After adhesive coating is removed carcasses are put through a polisher, which knocks off any adhering particles of adhesive material and thoroughly washes the skin.

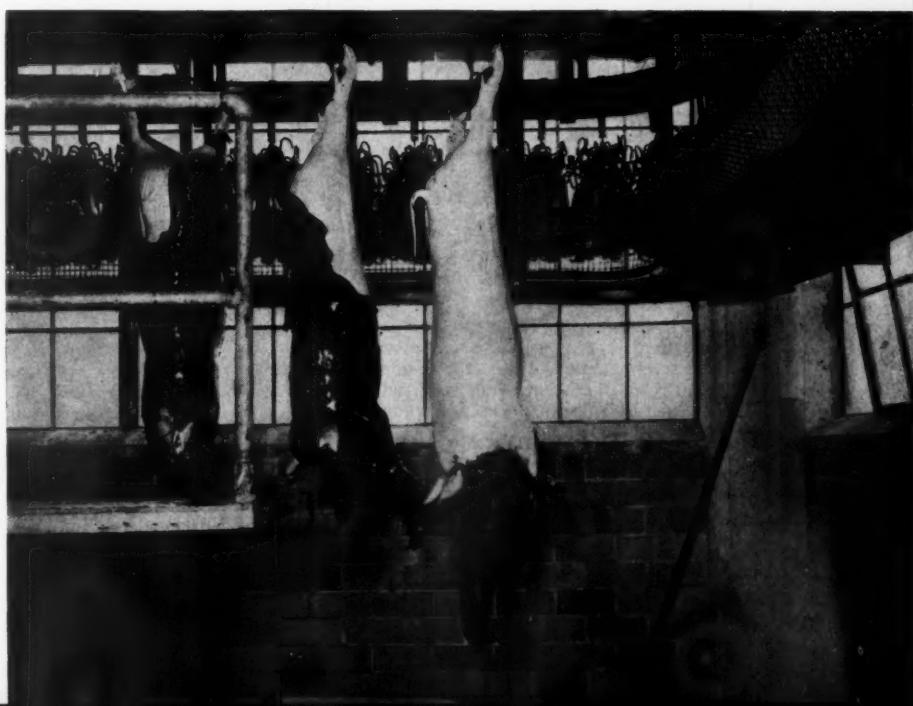
## How Hog Is Handled

This method has been in successful use in the plant of the Tobin Packing

## DOES AWAY WITH SHAVING OPERATIONS

Hogs are shown here on dressing rail after coming out of a resin bath. Adhesive mixture is allowed to cool partially and is then peeled off, removing by the roots all hair remaining on carcass after it passes through dehairing machine. There is no need for shaving, and cuts and scores formerly originating on shaving rail are eliminated.

This photograph was taken in plant of Tobin Packing Co., Fort Dodge, Ia., where this method of cleaning hogs has been in use since January of this year. Due to the better cleaning of carcasses it has been possible to speed up chain from 275 to 400 hogs per hour. (Photo Allbright-Nell Co.)



Co. since January 6, 1937, and in other plants for shorter periods. The accompanying illustration of the process was made in the plant of the Tobin Packing Co., Ft. Dodge, Ia.

In the Tobin plant two men, after the dipping, strip the adhesive coating. One, standing on a bench, brings the coating to about the middle of the carcass. The other, on the floor, completes its removal. The coating is easily stripped with the hands, and comes off in one piece in the form of an envelope. It is dropped into a remelter, hair strained out and adhesive mixture returned to dipping tank. A rubber band is placed around the mouth and cotton is placed in the nostrils before the hog is dipped. All portions of carcass to within 2 or 3 in. of gambrel stick are covered.

### Savings Made

Previous to installing this method it never had been possible in the Tobin plant to slaughter more than 275 hogs per hour and obtain cleaning of carcasses satisfactory to government inspectors. Now the chain is operated at its full capacity of 400 hogs per hour without delays. Two men can readily strip adhesive coating from carcasses at this rate of kill.

The saving in thus speeding up operations on the killing floor will be obvious to all packers. However, savings do not end with increased production and saving of expense on shaving rail.

Yield of lard fat has been increased on an average of  $\frac{3}{4}$  lb. per hog slaughtered, because there is no need to cut away portions of face to remove hair. Cuts and damage during shaving are eliminated. Revenue from snouts, ears, etc., is increased. There are far fewer No. 2 cuts because of stubble and knife damage.

There is much justification, therefore, for the opinion expressed by packinghouse men who have seen this depilating method in operation that it is the most revolutionary improvement applied to hog slaughtering in many years.

### Cost of Operation

Cost of applying the method is made up mainly of power for operating dipping conveyor, steam for keeping the adhesive material in a fluid state, and overhead expense on investment. Expense of adhesive material is very little, as the mixture is used over and over. Cost of steam, it is estimated, is about offset by the saving in gas formerly required for singeing.

Experience at the Tobin plant has demonstrated effectiveness of the method at all seasons, no extra effort nor any change in operation being required during the "hard hair" period, or when new hair is developing.

### In Another Plant

Since this was written a representative of THE NATIONAL PROVISIONER had

the opportunity to see this depilating process in operation in another plant. Although in use only a few days, executives of the company were well pleased with the results and large savings indicated.

No shaving is being done in this plant, and cuts originating on the shaving rail have of course been eliminated. All hair remaining on carcasses after they come out of the dehairing machine is thoroughly removed, including that on face and in ears, excepting only that on the portion of the hind feet that does not receive a coating of the adhesive material.

Savings in this case are not clearly defined, due to the short time the process has been in use. It is expected, however, that 10 men can be transferred from the dressing rail to other duties. One test on lard yield from 1,500 hogs indicated that approximately  $\frac{1}{2}$  lb. more lard per animal slaughtered will result. Cost of steam to heat melting tank and remelt adhesive material is expected to about equal former cost of gas.

### OLDER MEN SAFER WORKERS

Older men work much more safely than younger men, according to a survey of 15,000 accidents just completed by the safety division of Armour and Company. The company's records showed that 46 per cent of all accidents requiring treatment of injuries involved men between 20 and 30 years old.

The group from 30 to 40 years old sustained only 28 per cent of the total number of accidents. Armour personnel officials estimate that the number of employees in the 20 to 30-year and 30 to 40-year age groups are about equal. The following tabulation shows the percentage of the total number of accidents which involved employees in the various age groups:

Age in Years.	Pct. Total Accidents.
Under 20 .....	3.6
20-25 .....	23.4
25-30 .....	22.6
30-35 .....	14.5
35-40 .....	13.5
40-45 .....	9.9
45-50 .....	6.9
50-55 .....	3.2
Over 55 .....	2.4
Total .....	100.0

Accidents in Armour's meat packing plants were also classified according to the hour of the day in which they occurred. Distribution of accidents showed the late morning hours to be most dangerous, 36½ per cent of all accidents occurring between 9 a.m. and noon. From 2 to 4 p.m., near the end of the working day in many departments, also was a dangerous period with 25½ per cent of the total accidents.

### PACKERS ARE MODERNIZING

Wenatchee Packing Co., Wenatchee, Wash., has completed a new brick addition to its plant housing a smoked meat storage room and office quarters. The company plans early construction of a new beef cooler and curing cellar.

Construction of a one-story office building adjacent to the new plant of the Memphis Butchers' Association, Memphis, Tenn., will be completed early in September. The building will contain offices, a restaurant, locker, storage and rest rooms and a laundry. Operations at the new \$250,000 association abattoir, which meets B.A.I. requirements, began on August 2.

Swift-Canadian Co., Ltd., will transfer its operations to St. Boniface, Man., from Elmwood, Man., on completion of a \$2,000,000 plant at St. Boniface. Construction work on the new plant, which will consist of a 6-story operating building and a 4-story office building, will begin about September 15. Excavations, footings and basement will be completed this fall and the remaining construction work carried out next summer. Both units at the new plant will be of reinforced concrete with brick facing. The 22-acre site also provides room for stock yards.

A. P. Anker, president, A. P. Anker Meat Co., Modesto, Cal., announced that his plant recently destroyed by fire would be entirely rebuilt. The plant was modernized a short time ago at a cost of \$30,000. Loss of building and contents was estimated at \$100,000. An attempt was made to utilize the Crocker-Huffman plant at Merced, Cal., recently vacated, for the period of the emergency, but it was said not to be suitable to the Anker company's needs.

A 1-story addition to the plant of the Great Bend Packing Co., Great Bend, Kans., has been practically completed and will house a new sausage manufacturing department, shipping room and smokehouses, and will provide additional cooler space and a curing cellar below the ground floor. Loading dock extension is being built across one end of the addition. The hog killing floor has been enlarged and a new hog dehairer installed.

Crocker Packing Co., Joplin, Mo., and Okmulgee, Okla., will build a third plant at Ada, Okla., according to a recent announcement. Plant will handle 5,000 cattle and 10,000 hogs a year, with a 50 per cent increase in capacity possible. Work on the new plant will start as soon as plans have been completed.

Thomasma Bros., Grand Rapids, Mich., are completing a new sausage manufacturing unit with a capacity of about 15,000 lbs. of sausage per week. The 52x46 ft. brick structure will house smokehouses, processing rooms and cooked meats department.

Henry Jaeger, Breese, Ill., is building a new rendering plant, with equipment furnished by the French Oil Mill Machinery Co.

## SIZING

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# DRIED BEEF

## Slicing

### Better Methods Improve Yields and Cut Costs

MANY packers have efficient bacon-slicing rooms in which is installed the most modern equipment available, including air conditioning systems.

These up-to-date departments invariably pay a large annual return on the modernization cost, through higher yields, lower labor expense per 100 lbs. of product sliced and packaged, and in elimination of conditions which may cause premature spoilage of packaged product in the retail store.

Savings possibilities in dried beef slicing and packaging closely parallel those being made in the efficient bacon slicing room. In the dried beef department modern equipment is increasing yields as much as 3½ to 4 per cent in some instances, and reducing slicing and packaging costs up to 4 or 5c per 100 lbs. of product handled.

#### Labor Cost Is Cut

In the plant of Harry Manaster & Brother, Chicago, where a new dried beef slicing and packaging line has been installed, 3,200 lbs. of dried beef is sliced and packaged in 7-oz. jars in an 8-hour working day with 12 employees.



PACKAGING SLICED DRIED BEEF

With this equipment 12 workers slice and pack 3,200 lbs. of product each 8-hour day. At one end are the slicing machines and at the other the vacuum-closing machine. Two slicing machines are used. Weighed sliced beef is carried to packers and filled jars to closing machine on an endless stainless steel belt.

These are a trimmer, slicing machine operator, 2 scalers, 5 packers, 2 labelers and a vacuum-closing machine operator.

Equipment used includes two U. S. heavy duty dried beef slicing machines, an endless stainless steel belt conveyor and packing table and a vacuum closing machine.

Slicing machines are installed parallel, with sufficient space between for an operator to work without inconvenience. One of the machines is of the left-hand and one of the right-hand type; that is,

one of the machines is loaded from the left side and one from the right side, an arrangement which permits the two machines to be operated by one worker.

#### Packaging Procedure

These slicing machines are placed at one end of a stainless steel packing table, in the center of which is an endless steel conveyor belt on which the sliced beef is carried to the packers. This belt also conveys filled jars to vacuum-closing machine and carries back to scalers the emptied tin receptacles which contained the weighed beef.

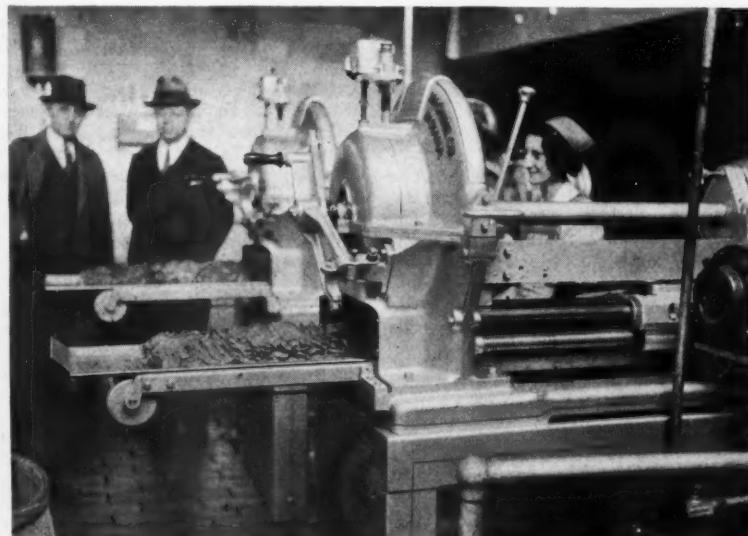
Slicing machines are operated at a speed of 440 r.p.m. A slice is produced with each revolution. Machines may be instantly adjusted to cut up to 73 slices per inch. Slices fall from the knife onto a moving receiving tray in such manner that machine operator or scaler can quickly grade slices and segregate liners from fillers.

After slicing the meat is passed to the scalers, who weigh it in 7-oz. quantities, properly proportioned as to liners and fillers, and place it in pie tins. These tins are then placed on the stainless steel conveyor which carries them to the packers working on both sides of the packing table. Empty tins are returned to scalers on the return section of the conveyor.

#### How Yield Is Increased

Due to the slicing method employed by these machines a considerable increase in yield is being obtained, it is said. Knife is circular and exerts a true cutting action, enabling production of slices of any thickness desired from product softer than usually is sliced. In other words, in using this

(Continued on page 19.)



HIGH SPEED SLICING SAVES COSTS

These machines operate at a speed of 440 r.p.m. A slice is produced at each revolution. Machines can be instantly adjusted to slice up to 73 slices per inch. Slices fall onto a moving receiving tray in such a manner that machine operator or scaler can grade them quickly.

# A Page for the Packer Salesman

## NOTES of the ROAD

### Gleanings from a Packer Salesman's Notebook

#### POINT-OF-SALE DISPLAYS

ONE of my competitors has been installing attractive aisle displays of canned corned beef in retail food stores in my territory. The other day I stood for a half-hour near one of these to see how housewives entering the store reacted to it. During this time 18 women entered the store, all of whom stopped to examine the display. Ten of them picked up one or more cans of the product and carried them to the counter to be wrapped with their other purchases.



The very large percentage of these women—perhaps all of them—probably had no idea of purchasing canned corned beef when they made out their shopping lists. This was evident in their actions. The display caught their eye and sold them.

My firm, I thought, might just as well have made these sales and perhaps the hundreds of others made in other food stores where similar displays were installed. I wondered what my share of responsibility might be for this loss of business, and how a packer salesman whose house may be a little slow in merchandising methods might meet competition of other firms which are making it easy for the housewife to buy and the retailer to sell.

All of us have watched the decided trend toward retail food store modernization, in which other considerations are subordinated to open displays. Not many meat products except canned goods can be mass-displayed on counters and in aisles, but most other foods can be. If manufacturers of other foods are

successful in getting a greater share of the consumer's food dollar through use of attractive wrappers and packages and more appealing displays, then the obvious result will be that the packer salesman will sell less.

The packer salesman may occasionally feel his efforts on the territory are not backed up sufficiently by the sales and advertising departments. On the other hand, many packers have discontinued the use of point-of-sale displays and advertising because they have been unsuccessful in getting packer salesmen to see that the most effective use is made of them.

The reason for this, of course, is that many packer salesmen do not sufficiently appreciate the need for the use of this kind of material to help packinghouse products meet successfully the competition of other foods. In other words, we are not sufficiently merchandising-minded. If we knew as much about retail selling methods and retail merchandising conditions as we know about our products and how to sell them we could do a better job of convincing our customers of the need for using the point-of-sale advertising our firms have available.



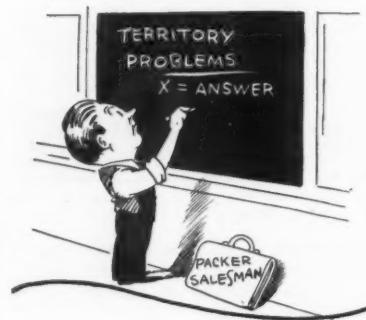
#### ADJUSTING COMPLAINTS

Most packer salesmen would prefer not to have to adjust complaints. However, as long as we have them, it probably will be up to us to straighten them out. In adjusting complaints I find the most direct way is usually the simplest and easiest.



#### SOLVING PROBLEMS

Before a mathematical problem can be solved it must be clearly stated and defined. Before a packer salesman tries to correct unpleasant situations and unprofitable conditions which he may inherit when taking over new territory, he should make an effort to get at the root of the trouble.



#### SELLING DIFFICULT PROSPECTS

Every packer salesman has retailers in his territory to whom he cannot sell. Yet these retailers buy products which some packer salesman sells. If one packer salesman can sell these retailers, why cannot another? This question is one to which every packer salesman might give considerable thought. There is a way to get to the hard buyer, and it's fun figuring it out!



#### RANDOM THOUGHTS

It is easier to provoke indignation than to arouse enthusiasm.

If you feel you must flatter your customers, do it diplomatically. Flattery is most effective in small doses.



When you call a customer on the telephone don't keep him waiting; have respect for the value of his time. And don't open the conversation with "who's this."

Old methods seem good. They have worked well in the past, and it's sometimes mighty tempting to say "Why change?" But nothing is static. We must either go ahead or retreat. It pays to keep an open mind and be receptive to new ideas.



#### WHAT IS A SALESMAN?

I recently saw the following sign in the offices of a large corporation. I was so impressed with the sound commonsense contained in it that I copied it in my notebook. Here it is:

"A corporation may spread itself over the entire world and employ 100,000 workers, but the average person will usually form his judgment of it from his contact with one individual. If this person is rude or inefficient, it will take a lot of kindness and efficiency to overcome the bad impressions. Every member of an organization who in any capacity comes in contact with the public is a salesman, and the impression he makes is an advertisement, good or bad."

# HAMBURGER

## De Luxe

### Volume and Profit Item Packers Have Missed

HERE is there a tastier meat item—especially during the sandwich season—than the succulent hamburger?

Why has this item—with its volume and profit possibilities—been left almost exclusively to the retail trade?

These are two questions which should have the serious consideration of packers and sausage manufacturers, who seem to have "missed a bet" on this hamburger business.

#### Hamburger Volume Greatest

It is said that more hamburger sandwiches are sold in the United States than any other kind. Trend toward hamburger (or ground beef) and away from certain sausage items has been manifest for some years in restaurants, at roadside stands, etc. There is a reason for this—not to the credit of the sausage business! Too much cheap sausage has driven consumers to hamburger; there is no use denying the fact.

Now, the processor manufactures sausage, but he does not manufacture hamburger or ground beef. In the former case he gets the manufacturer's volume and margins; in the latter case he is merely a beef wholesaler (if that), getting only the wholesaler's narrow margin on his bulk turnover.

Here is a volume item which he has entirely overlooked, in which there is an attractive profit margin. The same situation faced him some years ago with pork sausage, and he solved it and built up a fine pork sausage business. Why can't he do the same with hamburger or ground beef?

#### Did It with Pork Sausage

The present method of marketing hamburger is a direct analogy to the pork sausage situation of a few years ago. At that time most fresh pork sausage was processed and sold in the retail shop. By the use of identifiable containers the packer and sausage manufacturer were able to put out a quality pork sausage line which the retailer gladly accepted, and which won instant approval of the consumer.

The retail meat dealer accepted packaged fresh pork sausage. Is there any reason to suppose he would resist the same trend in hamburger or ground beef? The intelligent dealer would not. He would be the first to see the advantages to himself and his business in

abolishing the grinding of meat in the shop.

No self-respecting dealer will grind up scraps from his shop and sell the product as hamburger. He doesn't have to get rid of his scraps that way today. He can readily sell them as dog food.

#### Why Dealer Prefers It

There are two very good reasons why the retailer would prefer to buy packaged ground beef or hamburger from a reputable processor rather than grind his own. One is that most of his customers will not take the pre-ground article in bulk. They insist on the shop man grinding it before their eyes. This takes time and costs money, and is the second reason why it won't go over any more.

Here is where the processor comes in. He has the product, the machinery and the packages for turning out an identified quality item in a sanitary package. He can do it as easily or more easily than he has done it with pork sausage. That many packers and sausage manufacturers are waking up to this fact is shown by the results of a survey made recently by the Visking Corporation in connection with its advice to the trade to use its fibrous casings for this purpose.

Hamburger or ground beef processed in such casings are said to have the following advantages:

#### Sales Advantages

1. They make easy "pick-up" items for the "impulse" buyer.
2. The product can be chilled and sliced, making it easier to prepare. It can be quickly cut into steaks—any diameter preferred—ready to broil or fry. No patting is necessary.
3. They add "eye appeal", prestige and identity to an otherwise unattractive staple item.

4. The customer can readily see the product through the casing.

5. The meat is kept clean and substitution is eliminated through identification.

6. The packer can feature his brand and U. S. government inspection legend, if inspected.

7. The retailer can make a bigger profit per pound.

8. Because of the many consumer advantages, he sells more pounds. It is always pan-ready for the house-wife, the restaurant-keeper, the road-stand vendor and the concessionaire.

#### Broadening a Market

It may be put up in such casings in one-pound, three-pound, five-pound and ten-pound sizes. Directions for the housewife may be printed on the casing, as well as the packer's name and brand, thus combining quality identification with consumer service. New and interesting recipes may develop.

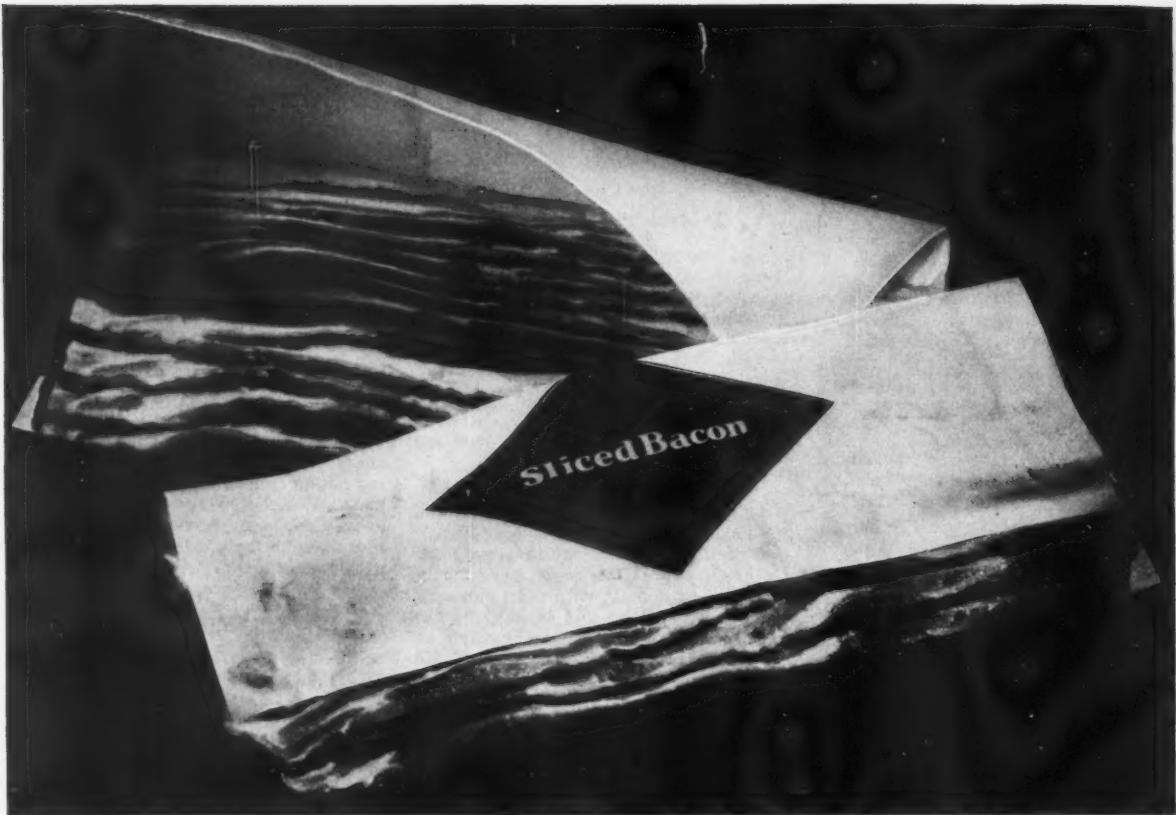
It doesn't take a very smart merchandiser to see the possibilities in broadening such a market. The product is easy to make, easy to handle, requires no new outlay for equipment, and needs no introduction to the consumer. Equally important is the fact that such a product has no competition.

Some processors are already taking up the idea, and it looks as though this and succeeding sandwich seasons would see increased consumer demand for hamburger brought up to date.

#### HAMBURGER IN NEW DRESS

Ground beef in identifiable packages promises to follow in the footsteps of pork sausage in widening its market, and in adding a profitable item for the processor which has heretofore been left to the shop-keeper.





## A good way to package bacon

Don't be fooled about wrappers. Bacon contains a lot of moisture. So it is important to use a sheet that is *insoluble* as well as *grease-proof*. That's the advantage of Patapar. Moisture won't weaken it!

It gives complete protection.

**Paterson Parchment Paper Company**  
Bristol, Pennsylvania

*West Coast Plant:* 340 Bryant Street, San Francisco, California  
*Branch Offices:* 111 West Washington Street, Chicago, Illinois  
120 Broadway, New York, New York



Crisp, golden brown bacon . . . what a treat! But to insure that it reaches the breakfast tables in its full deliciousness, it must be carefully protected . . . packaged so that its flavor and goodness will be retained. Patapar is an ideal wrapper to use.

**Patapar Vegetable Parchment**  
**INSOLUBLE • GREASE-PROOF • ODORLESS**

## Chop Suey Loaf

Chop suey is a popular dish in many American and Chinese restaurants and is also made at home. An Eastern sausage manufacturer writes to ask if a variation on this delicacy cannot be prepared in loaf form. He says:

Editor THE NATIONAL PROVISIONER:

Can chop suey be made in loaf form and stuffed in artificial casings? We believe such an item would be popular, just as is concentrated chile, since the housewife would not have to assemble a variety of materials to make it at home. Can you supply us with any information on such a product?

A chop suey loaf with an appetizing golden brown color can be made from the following ingredients:

- 10 lbs. fresh lean pork trimmings
- 10 lbs. lean veal trimmings
- 8 lbs. fresh beef suet
- 15 lbs. chopped onions
- 10 lbs. chopped celery
- 7 lbs. rice

Fry the fresh beef suet until rendered and remove the cracklings. Cut fresh pork and veal trimmings into  $\frac{1}{2}$ -in. cubes and fry with rendered fat until tender and a good brown.

Add chopped onions and celery and following seasoning ingredients with  $\frac{1}{2}$  lb. of gelatin dissolved in 7 lbs. of water:

- $\frac{1}{2}$  lb. salt
- $\frac{1}{2}$  lb. sugar
- 1 pt. worcestershire or soy sauce

Many processors have found convenience in use of ready-prepared seasonings, or specially-prepared seasonings, as manufactured by reputable firms, in making their loaf products. Such seasonings also insure that each batch of sausage will be flavored exactly like other batches.

Boil or steam rice until it is fluffy and well done. When onions and celery are tender, add cooked rice to meat-vegetable mixture and stir thoroughly.

Onions and celery should not be cooked until they fall apart; they should be underdone rather than overdone. This is one of the secrets of Chinese method of cooking chop suey. If desired, other vegetables such as canned bean sprouts and water chestnuts may be added to the chop suey mixture just before it is removed from cooking kettle.

Pour mixture in cooked loaf containers and put in cooler to chill and set overnight. Remove from containers next morning and dip loaves in a light gelatin solution and stuff in artificial casings. Hold in cooler at 45 to 50 degs. F. until shipped.

The consumer can prepare chop suey from this loaf by putting it in frying

pan, adding an equal amount of water and cooking it until heated through.

## YIELDS FROM OILY HOGS

A small packer who has recently been getting some oily hogs has observed that his yields are not as high from such animals as from well-finished stock. He writes:

Editor THE NATIONAL PROVISIONER:

We have been getting quite a few oily hogs recently. In addition to unattractive appearance of the cuts, yields in fresh and cured meat seem to be smaller. Is this generally true?

Carcasses of oily hogs usually dress out from 4 to 6 per cent lighter than firm hogs. Percentages of livers, kidneys, hearts and casings condemned is also greater. In addition, meat is generally so soft that operators in cutting room are unable to make trim, marketable cuts and they have to work more slowly. This increases labor costs.

Oily cuts shrink considerably more in smoking and curing than do those from firm hogs. Oil will leak out of the meat at standard smoking temperatures. Soft pork shrinks more in dry salt than in pickle cure. Lean, skin and fat shrink out of place during curing and smoking, and cuts present an unattractive appearance.

Only a small proportion of oily pork can be used with firm meat in making a first-class sausage. Likewise, oily lard must be mixed with around 90 per cent of firm lard if resulting mixture is to stand up under varying weather conditions.

## Liver Loaf

Liver loaf is a "best seller" at any season of the year.

Directions for making this attractive item have been prepared by THE NATIONAL PROVISIONER, including suggestions for packaging in various forms.

If you want a copy, fill out and mail the following coupon:

The National Provisioner  
407 So. Dearborn st., Chicago, Ill.

Please send me instructions for making and packaging liver loaf.

Name .....

Firm .....

Street .....

City .....

(Enclosed find 10c in stamps.)

## TRIMMINGS FROM SHOULDERS

At times the need for lean and regular pork trimmings for sausage makes it necessary and profitable to make trimmings from heavy rough shoulders. An Eastern packer says:

Editor THE NATIONAL PROVISIONER:

Can you tell us what typical yields would be from turning heavy rough shoulders into extra lean, regular and fat trimmings?

The following tests, one for a small quantity and the other for a fairly large one, show yield in trimmings and bone of rough shoulders trimmed out. Ten rough shoulders weighing 381 lbs. trimmed out into:

	Lbs.	Pct.
Extra lean trimmings.....	275	72.1
Regular trimmings .....	38	10.0
Fat trimmings .....	45	11.8
Bone .....	23	6.1

Six hundred and two rough shoulders weighing 9,545 lbs. trimmed out into:

Extra lean trimmings.....	6,603	69.2
Fat trimmings .....	1,600	16.8
Regular trimmings .....	428	4.6
Bones .....	905	9.4

## SLICING DRIED BEEF

(Continued from page 15.)

method of slicing product need not be dried out to the degree usually required. The effect, of course, is a considerable increase in yield.

After being filled jars are placed on the conveyor and taken to the vacuum closing machine. In addition to the 7-oz. glass package, Manaster also packages dried beef in  $\frac{1}{4}$ -lb. transparent cellulose packages and 5-lb. cartons. The manner of handling these latter packages is practically the same as for the 7-oz. jars.

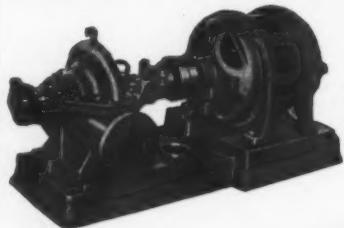
In addition to the greater production per worker through use of modern slicing and packaging equipment, Manaster has found there is the added advantage of increased yield and quicker turnover of meat in the smokehouse. These savings are rather difficult to determine on a dollar and cents basis, but they are sufficient to return a large interest on the modernization investment.

## PORK SHOULDER IN CASINGS

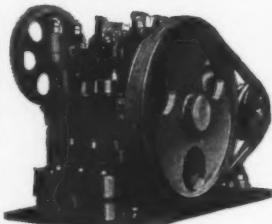
Smoked pork shoulders are being processed in artificial casings with much success. The method was described in detail in THE NATIONAL PROVISIONER of September 4. This method was devised by Alfred G. Hewitt, LaGrange, Ill., and is protected by U. S. patent No. 2,048,447, issued to The Visking Corporation, Chicago.

## WORINGTON

**THE MOST COMPLETE LINE OF PUMPS . . . a size and type for every job**



Split-casing  
Centrifugal Pump  
Capacities to 3000 g.p.m.  
Heads to 575 ft.



Monobloc Centrifugal Pump  
Capacities to 1100 g.p.m.  
Heads to 280 ft.



Triplex Power Pump  
Capacities to 50 g.p.m.  
Pressures to 250 lb./sq. in.



Duplex Steam Pump  
Capacities to 420 g.p.m.  
Pressures to 350 lb./sq.in.



Rotary Pump  
Capacities to 2500 g.p.m.  
Viscosities to 500,000 S.S.U.



Frello  
Centrifugal Pump for liquids containing solids  
Capacities to 7500 g.p.m. Heads to 135 ft.

THESE pumps are representative of a comprehensive line . . . from which the proper selection to meet any individual condition can be made, without prejudice or compromise.

Every unit is expertly engineered, embodying modern features proved in service . . . and is built to exacting standards.

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GENERAL OFFICES HARRISON, NEW JERSEY

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WASTED refrigeration and spoilage of perishable products may both be prevented when storage rooms, chillers, and freezers are insulated with Novoid Corkboard.

Good corkboard insulation must be correctly installed in order to give maximum efficiency and lasting service. Our distributors are qualified by long experience in the proper erection of Novoid Corkboard.

Available in four handy sizes: 12x36, 18x36, 24x36, and 36x36 inches, Novoid may be easily and quickly installed on the walls, ceilings, and floors of cold rooms. It is made of pure cork—nature's best insulator—and protected by a surface of Stonewall Plastic

Finish. As a result, Novoid forms a lasting barrier to the passage of both heat and moisture. In cold rooms of all types, Novoid Corkboard Insulation assures more accurate temperature control and continued refrigeration economy. It will pay you to investigate the many advantages of this efficient cork material. For full information, get in touch with the nearest branch, or mail the handy coupon below.

## CORK IMPORT CORPORATION

330 West 42nd Street, New York City

**BRANCH OFFICES:** Chicago, 400 West Madison Street; Boston, 246 Boylston Street; Philadelphia, 1524 Chestnut Street

**MAIL COUPON FOR FULL DETAILS**

Cork Import Corporation  
330 W. 42nd Street, New York City

Please send me complete information on Novoid Corkboard Insulation for cold storage rooms.

Name .....

Street .....

City and State .....

# and Air Conditioning

## Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

### COPPER VS. ALUMINUM FINS

It has been generally supposed that, because of the higher thermal conductivity of copper, this material is more suitable than aluminum for fin construction. In order to prove or disprove this theory, and also to investigate the efficiency of soldered contacts vs. mechanical contacts between fins and tubes, a series of tests were made recently by the Larkin Refrigerating Corp., Atlanta, Ga.

A special test room, approximately 14 ft. by 16 ft. by 10 ft. high, insulated on top and sides, was constructed in one corner of the Larkin plant. In this room was placed a 4-by 6-by 9-ft. Warren cooler, which is a conventional type of "walk-in" box commonly seen in retail meat stores. Three coils identical in size and number of fins were tested:

1.—Tinned copper fins with soldered contact to the tube.

2.—Tinned copper fins with pressed-on contact.

3.—Aluminum fins with pressed contact.

Tinned copper tubing was used in each coil. Other equipment included a Frigidaire compressor A233, a Detroit lubricator expansion valve, a Penn thermostat control for regulating box temperature and a 12-ft. drier tube.

Each of the three coils was operated for a 48-hour period in the cooler with the same equipment and with room temperature and box temperature constant. Temperature of test room was controlled by a thermostatic switch cycling a fan behind a special steam radiator. A large fan mounted in the upper corner of the room was operated continuously to create a definite air circulation and maintain close temperature differential between ceiling and floor.

Room temperature was recorded on a Taylor recording thermometer mounted on the wall 6 ft. from the floor. Box temperature, regulated by a thermostatic control, was recorded on two recording clocks placed in the center of the cooler 3 ft. from floor. One of these also recorded box humidity. Power consumption was indicated by a meter graduated in hundredths of a kilowatt. Head and back pressure of refrigerant were recorded by a pressure-vacuum clock.

Average results from two days' operation were:

	Copper Fins Bonded	Copper Fins Not Bonded	Alumi- num Fins
Room temp., Degr. F.	93	93	93
Cooler temp., Degr. F.	38	38	38
Avg. back pressure, lbs. per sq. in.	3.66	3.6	3.42
Compressor operating time, %	37.2	36.7	36
Kw. hr. per day.	4.19	4.16	4.065

It will be noted that room and cooler temperatures were held constant during all three tests, therefore kilowatt consumption is the best and simplest measure of performance. The aluminum finned coil does the same work with slightly less power consumption.

Close temperature control was kept on both room and box temperature. All three coils defrosted completely during each off cycle. Cycles were very regular and normal. Cycling characteristics of the aluminum finned and the copper not bonded fin coils show the slight advantage of a faster warm-up period, consequently a quicker defrosting than the bonded copper coil.

The only logical conclusion that can be drawn from the test is that performance of the three coils is the same. In other words, aluminum fins are as good as copper fins in a refrigerating coil application of this kind. Of importance also is the conclusion that a bonded or soldered contact has no better heat transfer efficiency than a pressed on or mechanical contact.

Another rather novel test made by the Larkin Corporation some time ago shows to good advantage one reason why aluminum is, theoretically at least, superior to copper as a fin material.

A composite coil, built up with alternate groups of six copper fins and six aluminum fins, was placed in service and observed carefully for a period of time. After a few days' operation a noticeably larger amount of ice had formed on the copper fins than on the aluminum fins, so much in fact that the copper fins did not drop all their accumulated ice during the defrosting cycle.

The explanation of this behavior is that an aluminum fin has a lower heat content value than a copper fin of equal thickness. To put it another way, fewer heat units are required to warm up an aluminum fin sufficiently to melt ice during the defrosting cycle; contrariwise, fewer heat units must be removed before cooling can be resumed during the refrigerating cycle.

## HANDLING DRY ICE

Use of solid carbon dioxide for refrigerating trucks is growing in the meat packing industry. This is a safe refrigerant when properly handled, but there are some accident hazards connected with its use. It is important, therefore, that packers using or planning to use solid carbon dioxide see to it that employees who will handle it be properly instructed as to its properties and hazards. It is very important also that precautions be taken to prevent this refrigerant getting into the hands of children and others unacquainted with it.

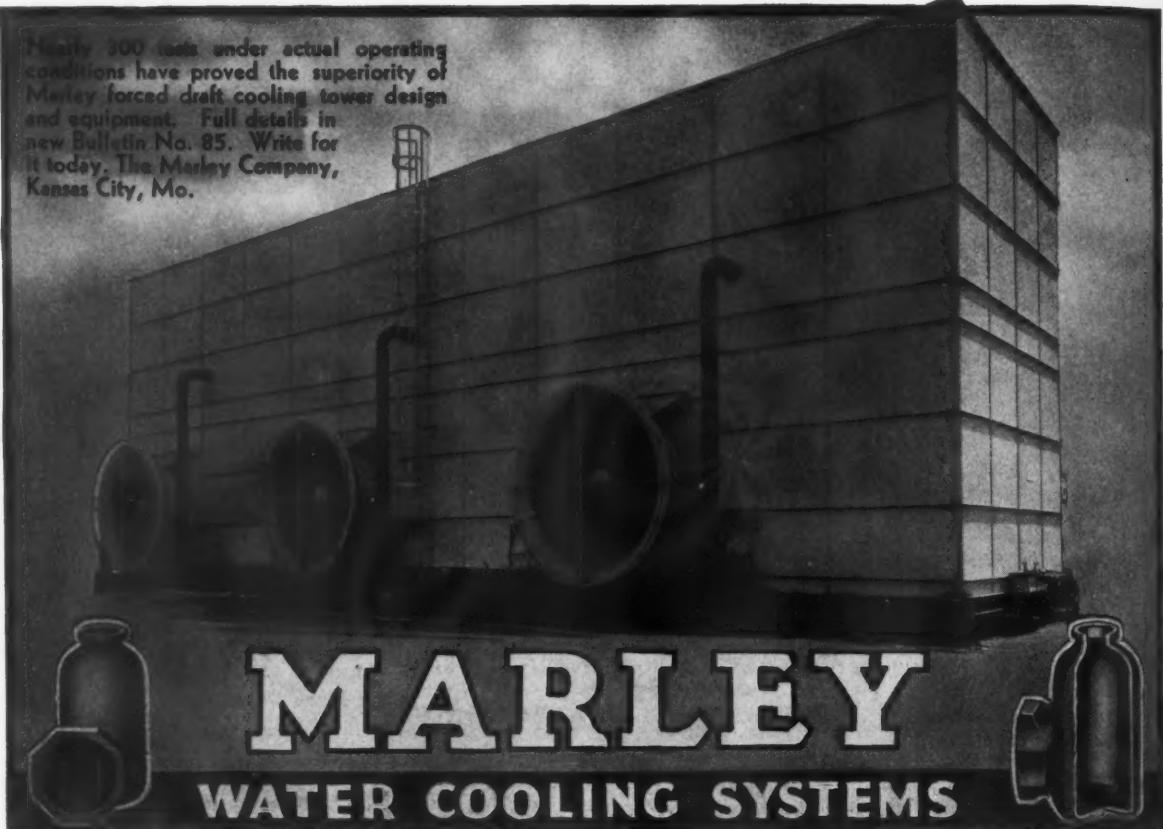
Solid carbon dioxide has a tempera-



SPECIAL BUNKER FOR ICE REFRIGERATED BODY

Water ice in a special type of ice bunker is used to maintain a temperature of 40 deg. F. in a new body which handles perishable meats for Henry Pfeifer, Inc., Newark, N. J. The body, mounted on a Stewart chassis, was built by Merz Bros. Co., Newark. It is insulated with 3 in. Dry-Zero Sealpad in roof, sides and ends, and 3 in. of cork in floor. Load capacity is 2 tons and inside dimensions are: length, 9 ft., 6 in.; width, 6 ft.; height, 54 in.

Nearly 500 tests under actual operating conditions have proved the superiority of Marley forced draft cooling tower design and equipment. Full details in new Bulletin No. 85. Write for it today. The Marley Company, Kansas City, Mo.



# MARLEY WATER COOLING SYSTEMS

ture of 108 degs. below zero F., and on being exposed to higher temperatures evaporates into a gas. If the refrigerant is inclosed in a tight container this gas will create a high pressure.

It is common practice for meat packers and sausage manufacturers using solid carbon dioxide for truck refrigeration to provide a reserve supply for vehicles operating over long routes. This is carried in a heavily-insulated container within the truck body. Lid of this container never should be securely fastened, but should be free to open under the pressure of the gas. If necessary to fasten the lid, a safety arrangement should be provided to relieve pressure before the danger point is reached.

Solid carbon dioxide, of course, never should be placed in a jar or other container to keep foods cold. In one instance a small piece of solid carbon dioxide was placed in a jar of ice cream to prevent the latter from melting. The pressure created by the gas caused the jar to explode violently, driving a sliver of glass into a bystander's eye.

Handling solid carbon dioxide with the bare hands is dangerous and never should be attempted. Serious "burns" may result. And, of course, even small pieces of it never should be placed in the mouth or swallowed. The danger resulting when solid carbon dioxide is swallowed should warn against its use for cooling drinking water.

#### REFRIGERATION NOTES

South Georgia Ice Co. has installed a cold storage locker unit at Cochran, Ga.

Ed. Lavalleur has begun construction of a new refrigerated locker plant at Winterset, Ia.

Twin City Milk Producers Association of Farmington, Minn., plans a refrigerated locker plant at Farmington, Minn.

George Allen has erected cold storage plant with 85,000 sq. ft. floor space at Whitehall, Vt.

C. M. Holtzinger Co. is converting a warehouse at Yakima, Wash., into a cold storage plant.



"C-B" TRACK DOOR DEVICE Pat. Pending

## "C-B" Cold Storage Door "THE BETTER DOOR THAT COSTS NO MORE"

The "C-B" Track Door Operating Device is only one of the many new improvements available only in "C-B" Cold Storage Doors.

It is positive in action and no springs are required to hold the track flap door open or closed. The "C-B" Track Door is the only one

having the flap door fitted with gaskets and wiper seals and pressing tight against the frame when large door is closed.

Write for catalog on the "C-B" Cold Storage Door—"the better Door that costs no more."

**The Cincinnati Butchers' Supply Corporation**

1972-2008 Central Ave.,  
CINCINNATI, OHIO

824 Exchange Ave., U. S. Yards,  
CHICAGO, ILLINOIS

## LEGAL Pointers

For the Meat Packing Executive  
Who Sets Company Policy

### Be Careful of Your Name

EVEN though your name is your own, better be careful how you use it in business. A drug store in a distant city operating under a name similar to that of a famous department store in New York was restrained from further use of the name as unfair competition. (R. H. Macy and Company vs. Macy's Drug Store, 84 Federal Reporter, second series, 387.)

In the hat industry the use of a label on hats and boxes with the name Steven L. Stetson was held to be an infringement of the trade-mark Stetson. (John B. Stetson Company vs. Steven L. Stetson, 85 Federal Reporter, second series, 586.)

### Fire Insurance

Is your fire insurance coverage really as much as you think it is? The owner of a building who thought he had fire insurance for \$4,200 discovered, when a fire occurred, that \$1,000 of the coverage was actually ineffective. This policy for \$1,000 contained a provision that all the fire insurance on the building, including the \$1,000 policy, should not exceed \$2,800. Actually, this \$1,000 policy brought the coverage up to \$4,200.

When the fire insurance company declined to pay the loss on the \$1,000 policy the owner of the burned building sued. The court pointed out, however, that from a legal point of view the policy had never been in effect at all, because it was inoperative under its terms if the total insurance exceeded \$2,800. The insurance company was directed to refund the premium paid for the policy, but that was all the owner of the building got.

Insurance companies do not over-insure buildings and stock if they can help it, but some owners have a tendency to insure for amounts in excess of the true values. The effect of this is that so long as there is no loss, the owners continue to pay premiums on policies for more than the insured buildings and merchandise are worth. If there is a loss, at least some of the coverage may be absolutely ineffective as in the case just described. (Quesenberry vs. National Fire Insurance Company, No. 29973 Supreme Court of Nebraska.)

### BELLY TRIMMINGS

Why is it so important to check belly trimmings? Read chapter 6 of "PORK PACKING," The National Provisioner's pork plant handbook.

## PACKER AND FOOD STOCKS

Price ranges of listed stock, September 8, 1937, or nearest previous date, compared with a week ago.

	Sales.	High.	Low.	— Close. —
	Week Ended,	Sept. 8.	— Sept. 8.—	Sept. 8. 1.
Amal. Leather	4,000	4%	4	4 4%
Do. Pfd.	200	37 1/2	37 1/2	38 1/2
Amer. H. & L.	6,500	5 1/2	5 1/2	6 1/2
Do. Pfd.	300	36 1/2	36 1/2	42
Amer. Stores	1,100	14 1/2	15	15
Armour, Ill.	42,450	9 1/2	9 1/2	11
Do. Pr. Pfd.	600	88 1/2	88	88 1/2
Do. Pfd.	100	103	103	103
Do. Del. Pfd.	300	108 1/2	108	108 1/2
Beechnut Pack.	.....	.....	.....	112
Bohack, H. C.	100	5	5	5 1/2
Do. Pfd.	10	29	29	30
Chick. Co. Oil.	1,800	16 1/2	16 1/2	17 1/2
Childs Co.	2,500	8	7 1/2	7 1/2
Cudahy Pack.	500	37	36 1/2	38 1/2
First Nat. Stocks	1,800	39	38	40 1/2
Gen. Foods	5,800	35	34 1/2	35
Gobel Co.	4,000	3%	3%	4
Gr.A.&P.1stPfd.	300	121 1/2	121 1/2	122 1/2
Do. New	130	83 1/2	83	84
Hormel, G. A.	300	17	15 1/2	18
Hygrade Food	900	2%	2%	3 1/2
Kroger G. & B.	3,900	20 1/2	19 1/2	19 1/2
Libby McNeill	4,850	10	9	9 1/2
Mickelberry Co.	1,600	2%	2 1/2	2 1/2
M. & H. Pfd.	100	3 1/2	3 1/2	3 1/2
Morrell & Co.	100	32	32	32
Nat. Tea	1,700	6 1/2	6	6 1/2
Proc. & Gamb.	2,900	58	57	58
Pr. Pfd.	310	11 1/2	11 1/2	11 1/2
Rath Pack.	300	19 1/2	19 1/2	20
Safeway Strs.	1,800	32 1/2	31 1/2	32 1/2
Do. 5% Pfd.	10	95	95	96
Do. 8% Pfd.	79	104 1/2	104 1/2	105 1/2
Do. 7% Pfd.	80	108 1/2	107 1/2	108
Stahl Meyer	100	2 1/2	2 1/2	3 1/2
Swift & Co.	7,700	22 1/2	21 1/2	23 1/2
Do. Intl.	3,000	30 1/2	29 1/2	31 1/2
Truett Pork	100	8	8	9
U. S. Leather	1,400	8 1/2	8 1/2	8 1/2
Do. A.	5,000	15	14 1/2	16
Do. Pr. Pfd.	100	10 1/2	10 1/2	10 1/2
Wesson Oil	1,200	33	37 1/2	37 1/2
Do. Pfd.	700	80 1/2	80 1/2	80 1/2
Wilson & Co.	14,300	8 1/2	7 1/2	8 1/2
Do. Pfd.	400	75	75	75

## LABOR Relations

### PACKER'S CONTRACT WITH C.I.O.

RECOGNITION as the sole collective bargaining agency for all employees who are members of the union was given a C.I.O. local by the Peet Packing Co., Chesaning, Mich., in a recent agreement between company and union. The company agreed not to foster or organize any competitive union or cooperative organization. The company reserved the right to discharge any employee, but agreed to show cause for discharge upon request of the committee representing employees.

Grievances which cannot be adjusted by the shop steward (union representative) and foremen are to be referred to a joint meeting of the union committee and two company representatives. If agreement cannot be reached, either company or employee representatives may call for arbitration. The arbitration committee is to consist of one person selected by the company and one by the union. These select an umpire, and the controversy may be disposed of by these arbitrators. Should either party be dissatisfied, the arbitration committee's decision may be appealed to the district court.

The company agreed as far as practicable to establish a 9-hour day and 50-hour week. Employees are to receive time-and-one-half for work on Sundays and specified holidays. Minimum rate of pay for male employees is to be 52 cents per hour, except for salaried and casual workers; minimum rate for female workers, 37 cents per hour; no piece work. Employees with 3 years service get one week's vacation with pay.

The union agreed not to solicit non-members while on the company's premises, and that employees represented by it will not cease work during any negotiations, unless and until a four-sevenths majority of the employee's committee shall be convinced of futility of further negotiation.

The agreement continues until terminated by notice or law, or until modified or amended by mutual consent. The agreement will terminate without further action by either party when the union ceases to represent 50 per cent of the eligible employees at Chesaning.

### FINANCIAL NOTES

Net profit of Colgate-Palmolive-Peet Co. for the first half of 1937 totaled \$1,715,606. This compares with a net of \$370,198 in the like period of 1936. The gain was made in spite of the need to write off \$500,000 for flood damages at the Jeffersonville, Ind., plant of the company.

National Tea Co. omitted its dividend on common stock normally due July 1 until earnings for the year were better known. In the first 24 weeks of the year the company earned \$9,473, which was equal to only about half the dividend requirements on preferred stock.

### FAIR TRADE ACT UPHELD

Tennessee's fair trade law against selling food and other commodities for less than cost has been ruled constitutional in a county chancery court and an injunction issued against a violator. Both wholesalers and retailers are forbidden to sell below cost. Cost to the retailer under the law means either the purchase price or replacement cost at time of sale. The retailer is allowed a 6 per cent markup for distribution costs, but the wholesaler is not allowed such a markup. Sales of perishables to forestall loss, and sales to meet the legal price of a competitor on merchandise of similar weight, pack, brand or packaging, are exempted under the law.

### TRUCK DISTRIBUTORS

National Food Distributors Association held its tenth annual convention in Chicago recently, following a year when growth of the association registered an increase of 40 per cent under the direction of secretary E. J. Martin. Members of the association operate more than 25,000 trucks, servicing meats and other foods to retail food stores throughout the United States.

## ASK YOUR HAM MAKER about ADELMANN results-in-operation

If you want the complete story of why Adelmann Ham Boilers have such great acceptance, *ask your ham maker!*

Ask him to show you how much simpler they are to operate, and how easy they are to handle. Let him demonstrate their rugged durability and ability to stand hard knocks, because of their sturdy, reinforced construction.

He'll tell you much more than this—how the elliptical springs close the aitch-bone cavity firmly, why the covers don't tilt, how the ham can expand while cooking, how the self-sealing cover retains the ham juices in the container, how shrinkage and operating time are greatly reduced. And when he gets through you'll begin to realize why Adelmann Ham Boilers are "The Kind Your Ham Makers Prefer."

Write!

### HAM BOILER CORPORATION

Office and Factory—Port Chester, New York

Chicago Office: 332 S. Michigan Ave.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Collin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto

Adelmann Ham Boilers are made of Cast Aluminum, Tinned Steel, Monel Metal and Nirosta (Stainless) Steel—the most complete line available. Your obsolete, inefficient ham retainers have a liberal *trade-in value* on new Adelmann Ham Boilers! Write for details!



Type "O-E"  
Tinned Steel  
Five Sizes

## PRAGUE POWDER

Registered U.S. Patent Nos. 2054623, 2054624, 2054625, 2054626

*Is a Full Boiled Pickle Dried to a soft, fluffy salt mass  
ready to be remade into a second pickle.*

### ARTERY PUMPING

Ten years ago we found it necessary to create a "cured product" in a short time. For this reason, the Griffith Laboratories introduced in a practical way the art of ham curing by the system of Artery Pumping. We built this theory around a practice of years' standing and found it successful. The Griffith Laboratories and their operators work with the "PRAGUE POWDER Pickle" and the "Big Boy Pump." They have built a large business in this field by Artery Pumping.



### BIG BOY PICKLE PUMP IS A TENDERIZING PUMP PRAGUE POWDER PICKLE

*is a fast curing pickle. If you want to cook a ham in the smoke house use less pickle when pumping. A long smoke is desirable—A high heat is desirable—A slow chill is desirable.*

## THE GRIFFITH LABORATORIES

1415-31 West 37th Street, Chicago, Illinois  
Canadian Factory and Office: 1 Industrial Street, Leaside, Toronto 12, Canada

# PROVISIONS AND LARD

## WEEKLY MARKET REVIEW

**I**RREGULARITY and considerable activity prevailed in the futures market for lard and hog products during the past week. Prices moved upward sharply for a time as new buying power and short covering revealed a better technical position. Prices also benefited from somewhat smaller hog marketings, strength in grains and advancing commodity prices due to conditions in Europe and the Orient.

A renewal of liquidation brought about a setback, however, and offerings were not very well taken on the declines. At midweek there was some selling of lard based on the large cotton crop estimate and weakness in cottonseed oil. Continuation of liberal deliveries on September lard contracts had a depressing influence at times. Packinghouse interests were buying nears and selling later months while new speculative absorption was going mainly into distant futures.

Cash trade in both lard and meats continued on a very satisfactory scale and stocks, particularly of lard, were dwindling rapidly. Smaller production and good distribution have materially reduced lard stocks throughout the country. According to packinghouse interests, the prospects are favorable for sharp declines in stocks in the near future.

Receipts of hogs at Western packing points last week totaled 180,000 head compared with 200,533 head the previous week and 259,746 the same week in 1936.

The average weight of hogs at Chicago last week was 271 lbs. compared with 265 lbs. the same week a year ago. The corn hog price ratio for the week ended August 28 was 10.8, against 11.2 the previous week and 8.9 a year ago.

### Lard Production Low

Production of lard under federal inspection during July amounted to 41,701,000 lbs., against 82,952,000 lbs. in July, 1936, and a five-year July average of 97,513,000 lbs.

The average yield of swine during July was 73.88 per cent against 74.14 per cent in June and 75.28 per cent in July, 1936.

The top price of hogs at midweek at Chicago was \$11.70 compared with \$11.65 the previous week. Bulk of sales hogs at midweek at Chicago was \$9.90 @ 11.60.

Packinghouse interests at the seaboard reported a little lard moving for export this week. The movement is not large enough to be much of a market factor, but it should help strengthen the statistical position.

It is probable that there will be no heavy movement of hogs to market

until the new corn crop moves freely, possibly not until late October or early November. However, the lard market is confronted with a prospective cotton oil crush of around 3,800,000 bbls., which, with carryover of 1,153,000 bbls., points to a supply of 4,953,000 bbls. This is nearly 2,000,000 bbls. in excess of annual distribution during the past three seasons.

**PORK.**—Demand was fair at New York and the market was steady. Mess was quoted at \$36.12½ per barrel and family at \$35.12½ per barrel.

**LARD.**—Demand was fairly good at New York but the market was irregular.

Prime western was quoted at \$10.80@10.90; middle western, \$10.80@10.90; New York City in tiers, 10½c, tubs, 11c; refined continent, 12@12½c; South America, 12½@12½c; Brazil kegs, 12½@12½c, and shortening in car lots, 10½c, smaller lots, 11c.

At Chicago, regular lard in round lots was quoted at 5c over September; loose, 45½c over September and leaf 1.25 over September.

(See page 35 for later markets.)

**BEEF.**—Demand was fair at New York and the market was steady. Family was quoted at \$23.00@24.00 per barrel.

### HOG RECEIPTS FOR 11 MOS.

Hog receipts at seven markets during the first eleven months of the crop year 1937, which ends on September 30, totaled 11,421,529 head, compared with 10,574,433 head in the like period of 1936 and 11,647,479 in the 1935 crop year. Average weight of hogs at the various markets during August, 1937, compared with a year ago was as follows:

	Aug., 1937.	Aug., 1936.
	lbs.	lbs.
Chicago	275	270
Kansas City	231	232
Omaha	269	258
E. St. Louis	214	214
St. Paul	265	262
Denver	244	225
Ft. Worth	103	206

At Ft. Worth and Kansas City average weights were slightly lighter than a year ago, at St. Louis they were the same, but at other markets hogs were heavier this August than last.

### CANADIAN HOG LIQUIDATION

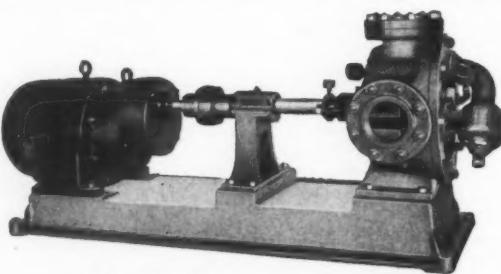
A warning against any abnormal liquidation of unfinished pigs was voiced by the Canadian department of agriculture in a statement forecasting the possibility of a "serious problem if increase in the number of unfinished hogs in country loadings continued at the present rate." Prospect of reduction in hog marketings during the next year was basis for the warning. "The number of pigs on farms in Canada is probably smaller than in 1936, as the result of a reduction in spring farrowings in all the major producing provinces," the statement said. "This implies that the supply of bacon-making material available for the export and domestic trade during the remainder of 1937 and the greater part of 1938 may be below demand. Under such circumstances, any abnormal liquidation of unfinished pigs becomes a serious problem."

# WHO CARES WHAT GOES INTO Your SAUSAGE?

- Your trade cares because the consumer cares. That's why you, too, should care about your reputation for quality.
- Dry milk solids in sausage and other ground meat products is important in making a quality product. Insist on the best quality in such an important ingredient. Know what you are buying.
- Ask our Sausage Service Department about the profitable use of dry milk solids in your line and how to be sure you are getting the best.

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## GOOD SERVICE IS NEVER AN ACCIDENT!



Behind the "good service" record of every Viking Rotary Pump stands hours of rigid testing . . . 26 years' experience building better pumps. The amazing popularity of Viking Pumps is just reward for dependable performance and constant economy. Next time specify Viking. Bulletins and prices sent on request.

**VIKING PUMP COMPANY**  
CEDAR FALLS, IOWA

## "The Bacteria Chaser" safely scour all metal surfaces

This patented, non-scratching metal sponge has completely revolutionized old time cleaning methods in packing plants. It does a thorough cleaning job in much less time. A special bronze alloy for tinned and copper surfaces; a stainless steel for iron and Allegheny Metal. Will not rust or splinter. Unconditionally guaranteed. Order a dozen today. Dealers everywhere. If not better than anything else you ever used, return unused sponges to us and full purchase price will be refunded.

**METAL SPONGE SALES CORPORATION**  
Lehigh Avenue & Masher Street, Phila., Pa.



**Gottschalk's**  
METAL SPONGE

## Hog Cut-Out Results

**C**ONSIDERABLE improvement in the cut-out value of hogs was registered during the three-day period of the current week. General trend in the hog market was stronger but with gradually heavy marketings, with the disposition of the Eastern trade not to buy hogs at Western markets too much out of line with their cut-out value and with the fairly plentiful supply of hogs in areas surrounding many packing plants, the general attitude of packers is to buy hogs nearer their current value.

Approach of the new hog crop year on October 1 and the new packer fiscal year on November 1 also are factors in the attitude of the trade. The former means increase, even if gradual, in the hog supply over that of midsummer with possible marketings of considerable proportions by the first of the calendar year and in the balance of the winter packing season. Approach of the close of the packer year means that packers do not want to find themselves with growing supplies of cellar and freezer stocks put down at high cost at a time when current hog markets are on lower levels.

Top of the hog market at Chicago on the closing day of the period was \$11.90 with the low top for the week at \$11.70. Medium and heavy butchers and packing sows showed the strongest advance and there is some trade opinion that heavy butchers will soon top the market.

The test on this page is worked out on the basis of hog costs and product values at Chicago during the current week, with representative processing costs and by-product credits.

### LIVESTOCK COST AND YIELD

Average cost, yield and weight of livestock slaughtered under federal inspection, July, 1937, with comparisons:

	July, 1937.	June, 1937.	July, 1936.
--	----------------	----------------	----------------

Average cost per 100 lbs.:

Cattle .....	\$ 8.17	\$ 8.26	\$ 6.10
Calves .....	8.02	8.02	6.51
Swine .....	11.48	10.95	9.65
Sheep and lambs... .	9.60	9.95	8.69

Average yields, per ct.:

Cattle .....	52.05	52.80	53.59
Calves .....	58.84	57.69	58.07
Swine .....	73.88	74.14	75.28
Sheep and lambs... .	47.69	48.70	47.03

Average live weight, lbs.:

Cattle .....	893.71	899.92	936.64
Calves .....	189.66	179.73	189.34
Swine .....	245.54	236.25	246.57
Sheep and lambs... .	79.56	78.26	78.58

### EXPORTS OF SPECIAL MEATS

Meat specialties and poultry exported from the United States during June, 1937, were as follows:

	Lbs.	Value.
Kidneys .....	456,577	\$41,370
Livers .....	84,052	11,608
Tongues .....	125,747	17,406
Poultry and game.....	192,537	41,703

### PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

Week ended Sept. 4, 1937.	Week ended Sept. 5, 1936.	Nov. 1, 1936 to Sept. 4, 1937.
------------------------------	------------------------------	---

PORK.	bbls.	bbls.	bbls.
To			
United Kingdom .....	.....	.....	10
Continent .....	.....	.....	286
Total .....	.....	.....	276

BACON and HAM.	M lbs.	M lbs.	M lbs.
----------------	--------	--------	--------

United Kingdom .....	424	959	95,018
Continent .....	1	2	220
B. N. A. Colonies.....	.....	.....	20
Other Countries .....	.....	.....	4
Total .....	425	961	95,350

LARD.	M lbs.	M lbs.	M lbs.
-------	--------	--------	--------

United Kingdom .....	1,327	1,401	80,317
Continent .....	125	22	2,347
Sth. and Ctl. America.....	.....	.....	1,367
West Indies .....	133	1	4,690
B. N. A. Colonies.....	.....	.....	137
Other Countries .....	.....	.....	8
Total .....	1,585	1,424	88,866

### TOTAL EXPORT BY PORTS.

From	Bacon and Pork, bbls.	Ham, M lbs.	Lard, M lbs.
New York .....	.....	165	157
New Orleans .....	.....	.....	132
Montreal .....	.....	259	1,296
Halifax .....	.....	1	1

Total week .....	425	1,586
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Previous week .....	895	660
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2 weeks ago .....	294	2,150
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Cor. week 1936.....	961	1,424
---------------------	-----	-------

SUMMARY NOV. 1, 1936 TO SEPT. 4, 1937.

De-	1936-'37.	1935-'36.	Increase. crease.
Pork, M lbs.,	55	241	.....
Bacon and Hams, M lbs.	95,350	73,434	21,916
Lard, M lbs.,	88,866	87,060	1,806

### HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams .....	14.00	\$ 2.65	13.70	18.3	\$ 2.51	13.40	17.3	\$ 2.32
Picnics .....	5.70	18.0	1.03	5.40	16.8	.91	5.10	13.4
Boston butts .....	4.00	22.8	.91	4.00	22.8	.91	4.00	.91
Loins (blade in) .....	9.80	24.4	2.39	9.50	22.5	2.14	9.00	20.3
Bellies, S. P. ....	11.00	21.1	2.31	9.70	20.1	1.94	3.10	19.0
Bellies, D. S. ....	.....	.....	.....	2.00	15.1	.30	9.40	15.1
Fat backs .....	1.00	14.1	.14	3.00	14.9	.45	5.00	15.6
Plates and jowls.....	2.50	13.5	.34	2.50	13.5	.34	3.00	.41
Raw leaf .....	2.10	11.1	.23	2.20	11.1	.24	2.10	.23
P. S. lard, rend, wt....	11.30	10.9	1.23	11.10	10.9	1.21	10.20	10.9
Spareribs .....	1.60	16.8	.27	1.60	16.8	.27	1.50	.25
Trimmings .....	3.00	13.9	.42	2.80	13.9	.39	2.70	.38
Feet, tails, neckbones..	2.00	.....	.11	2.00	.....	.11	2.00	.....
Offal and misc.....	.....	.....	.48	.....	.....	.48	.....	.48
<b>TOTAL YIELD AND VALUE...68.00</b>		<b>\$12.51</b>	<b>69.50</b>		<b>\$12.20</b>	<b>70.50</b>		<b>\$11.50</b>
Cost of hogs per cwt.....		\$11.55			\$11.52			\$11.35
Condemnation loss .....		.06			.06			.06
Handling & overhead.....		.90			.78			.71
<b>TOTAL COST PER CWT ALIVE</b>		<b>\$12.51</b>			<b>\$12.36</b>			<b>\$12.12</b>
<b>TOTAL VALUE .....</b>		<b>12.51</b>			<b>12.20</b>			<b>11.50</b>
Loss per cwt.....		.....			.16			.62
Loss per hog.....		.....			.38			1.73



*This unusual photograph shows how several grains of Worcester Salt look when greatly magnified under the microscope. Note the almost perfect cubes, the natural form of salt, characteristic of the famous Worcester-Duncan vacuum pan process.*

\* \* \*

Uniform, dependable purity is as essential in salt as in any other ingredient you use. Perhaps more so—as your own experience probably shows. Foreign matter, even in minute quantities, can lead to "off-color" flavor and cut down on the honest, salty tang of the salt itself. That is why, as America's oldest refiners of pure salt, we take such pains to make Worcester Salt **PURE**. This important matter of purity is but one of many reasons why all salt is not alike! There is a type of Worcester Salt that is right for your particular product and processes. Write us, stating your problem, and if your requirements call for some special service, our laboratories will be set to work at once to assist you. Worcester Salt Company, 40 Worth Street, New York, U. S. A.

## Worcester Salt

### A RARE COMBINATION

For more than a quarter of a century CAHN Stockinettes have enjoyed well-deserved supremacy in the stockinette field. CAHN combines this vast wealth of experience with an envious reputation for economical, honest dealing. Our conveniently located mill adds to this economy by reducing freight rates materially. Write today for samples and prices of these quality stockinettes.

*fred C. leahns*  
State 1637

222 W. Adams St., Chicago, Ill.  
Selling Agent

**THE ADLER COMPANY**  
**CINCINNATI**

*Buy Stockinettes from CAHN and BE SURE!*

### SOLVAY NITRITE OF SODA

... for faster, better cures

Solvay Nitrite of Soda produces accurate curing results because its action is consistently dependable. It is recommended and used by leading meat packers. It has the stamp of approval of the U. S. Department of Agriculture and the B. A. I. and conforms to all U. S. Pharmaceutical specifications. Solvay Nitrite of Soda, used as a straight cure, or in a curing salt is safe and economical . . . fulfills all specifications for a uniform cure.

#### SOLVAY SALES CORPORATION

*Alkalies and Chemical Products Manufactured by  
The Solvay Process Company*

40 Rector Street      New York

##### *Branch Sales Offices:*

Boston	Charlotte	Chicago	Cincinnati
Cleveland	Detroit	Indianapolis	
Kansas City	New Orleans	New York	Philadelphia
Pittsburgh	St. Louis	Syracuse	





23 YEARS'  
EXPERIENCE

# MELTERS DRY COOKERS DRYERS

Blood and Tankage

SIZES: 5x9 and Smaller

**The Oil & Waste Saving Machine Co.**

1509 Real Estate Trust Bldg.  
PHILADELPHIA, PA.

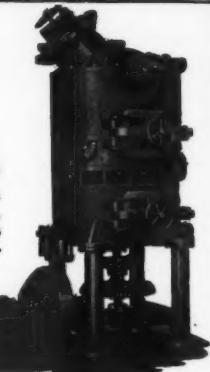


## LARD COOKER

Produces in one operation a refined lard, white, odorless, high smoke point, from all types of fat. Write for further information and catalogs.

**The FRENCH OIL MILL  
MACHINERY CO.**

Piqua Ohio



## BY-PRODUCTS MARKETS

Chicago, September 9, 1937.

### Blood.

Blood market easy with prices nominal. Last sale made at \$3.15, Chicago.

Unit.	Ammonia.
Unground .....	\$ @ 3.15n

### Digester Feed Tankage Materials.

Feeding tankage market quiet. Second quality 6 to 10 ammonia product quoted at \$2.75@ \$3.00 & 10c.

Unground, 10 to 12% ammonia .....	\$2.90@ \$3.00 & 10c
Unground, 6 to 10%, choice quality .....	\$3.25 & 10c
Liquid stick .....	\$2.25

### Packinghouse Feeds.

Packinghouse feed market very quiet.

Carlots,	Per ton.
Digester tankage meat meal, 60% .....	\$ @ 50.00
Meat and bone scraps, 50% .....	\$ @ 47.50
Raw bone meal for feeding .....	\$ @ 45.00

### Bone Meals (Fertilizer Grades).

Market quiet and slow. Prices f.o.b. Chicago.

Per ton.	
Steam, ground, 3 & 50.....	\$ @ 21.50
Steam, ground, 2 & 26.....	\$ @ 21.50

### Fertilizer Materials.

Market continues quiet and nominal.

High grd. tankage, ground, 10@11% am., .....	\$2.75@ \$3.00 & 10c
Bone tankage, ungrd., low gr., per ton .....	\$ @ 20.00
Hoof meal .....	\$ @ 3.40

### Dry Rendered Tankage.

Crackling market continues quiet and weak. Sales of first quality product at 60@62½c were reported.

Hard pressed and expeller unground per unit protein .....	\$ .60
Soft prsd. pork, ac. grease & quality, ton .....	@ 45.00
Soft prsd. beef, ac. grease & quality, ton .....	@ 35.00

### Gelatin and Glue Stocks.

Market easy with product at lower prices in l.c.l. lots, c.a.f. Chicago.

Per ton.	
Calf trimmings .....	\$32.50@ \$35.00
Pickled sheep trimmings .....	@ \$35.00
Sinewy pizzles .....	24.00@ \$25.00
Cattle jaws, skulls and knuckles .....	33.00@ \$35.00
Hide trimmings .....	20.00@ \$22.00
Pig skin scraps and trim, per lb., l.c.l. ....	@ 5% c

### Horns, Bones and Hoofs.

Market quiet and prices nominal. Junk bones quoted delivered basis.

Per ton.	
Horns, according to grade .....	\$45.00@ \$75.00
Cattle hoofs .....	@ 40.00
Junk bones .....	@ 20.00

(Note—Forgoing prices are for mixed carloads of unassorted materials indicated above.)

### Animal Hair.

Crude dried summer take-off quoted at \$50.00 per ton, c.a.f. Chicago.

Coll and field dried hog hair .....	2½c@ 4½c
Processed, black winter, per lb. ....	7½c@ 10c
Cattle switches, each* .....	2c @ 2½c

\*According to count.

Watch Classified page for good men.

## FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

### Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports .....	\$ @ 27.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York .....	nominal
Blood, dried, 16% per unit .....	@ 3.40
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory .....	3.50 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L. c.i.f. spot .....	@ 46.00
Sept.-Oct. shipment .....	@ 47.50
Fish scrap; acidulated, 7% ammonia, 3% A.P.A. f.o.b. fish factories .....	3.00 & 50c
Soda nitrate, per net ton bulk, Sept.-June .....	@ 27.00
in 200-lb. bags, September .....	@ 28.30
in 100-lb. bags, September .....	@ 29.00
Tankage, ground, 10% ammonia, 15% B. P. L. bulk .....	3.35 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk .....	3.25 & 10c

### Phosphates.

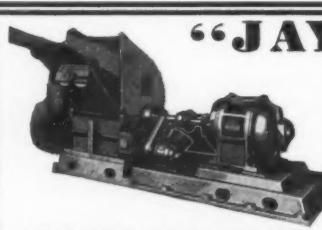
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f. .....	\$ @ 26.00
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f. ....	@ 30.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat .....	@ 9.00

### Dry Rendered Tankage.

50% unground .....	@ .70
60% unground .....	@ .70

## LARD AND GREASE EXPORTS

Exports of lard from New York City, week of September 4, 1937, totaled 156,744 lbs.; greases 195,000 lbs.; stearine none; tallow none.



## “JAY BEE”

Grinds meat scrap, fish scrap, tankage, cracklings, dried bone, fertilizer ingredients, etc., at a lower cost per ton than any other grinding equipment.

All Steel Construction. Practically indestructible. Delivers finely finished, uniform product in one continuous operation without use of cage mills, screens or elevators. Sizes: 12 h.p. to 100 h.p.

Handles to 12% grease—25% moisture. Capacities to four tons an hour.

Write for grinding facts, prices, terms, etc.

J. B. SEDBERRY, INC., Dept. 96, Franklin, Tenn.

## RENDERING PRESS

Unequalled in Construction  
Unexcelled in Results

DUNNING & BOSCHERT PRESS CO., INC.  
362 West Water St. Syracuse, N. Y.

Can you produce 2% FAT meat scraps?  
We'll gladly tell you how. Write!

**E. W. McCULLOUGH**  
3924 N. New Jersey St., Indianapolis, Indiana

# TALLOWS AND GREASES

## WEEKLY MARKET REVIEW

**TALLOW**—The tallow market at New York was very quiet during the past week and prices were about unchanged. Not more than 100,000 lbs. of extra changed hands at 7½c, delivered. There appeared to be a little more buying interest in the market at times but the demand was far from aggressive and there was little or no indication that consumers were inclined to come up in their ideas.

Producers were not pressing offerings and there did not appear to be much tallow overhanging the market. The international situation attracted considerable attention. The outlook for a large cotton oil crush was also noted with Texas crude at 6@6½c at mid-week and Southeast and Valley crude at 6½@6¾c.

At New York, special tallow was quoted at 7½c; extra, 7½c, delivered, and edible, 8c nominal.

South American No. 1 was offered at New York at 5c, c.i.f., and edible offered at 5c, c.i.f. These prices showed declines of ¼ to ½c but failed to attract buyers.

Trade in tallow at Chicago was in scattered lots with the market awaiting some action on part of large buyers. Large producers' ideas were still around 8c on prime packers tallow, with possibility of moving occasional tank of good quality at 7½c, Chicago. Tank prime packers tallow sold on September 8 at 7½c, Chicago. There have been inquiries for special tallow. Two tanks N. Y. special sold at 7½c, delivered New York. Edible tallow was quoted on September 9 at 7½c; fancy, 7½c; prime packers, 7½c; special, 6½@7c, and No. 1, 6½@6¾c.

At the London tallow auction, 425 casks were offered and none sold. Prices were off 6d to 2s from the previous auction on July 2. Mutton was quoted at 25s@28s 6d; beef, 23s 6d@27s 6d, and good mixed, 22s@24s.

At Liverpool, Argentine beef tallow, September–October shipment, was off 1s 3d on the week at 29s. Australian good mixed was off 9d at 23s.

**STEARINE**—Trade in stearine was fair at New York. The market, after easing ¼c to 8½c sales for oleo, firmed and was 8½c asked.

At Chicago the market was unchanged with prime oleo quoted at 8½c.

**OLEO OIL**—The market was quiet, steady and unchanged at New York. Extra was quoted at 12½@13½c; prime, 12½@12½c, and lower grades, 11½@12½c.

At Chicago, extra oleo oil was quoted at 12@12½c, or unchanged from the previous week.

(See page 35 for later markets.)

**LARD OIL**—Demand was rather moderate at New York and the market was unchanged to ¼c lower. No. 1 lard oil was quoted at 11½c; No. 2, 11c; extra, 12½c; extra No. 1, 11½c; prime edible, 15c; inedible, 14c, and extra winter strained, 13c.

**NEATSFOOT OIL**—Demand was moderate at New York and the market was about steady. Cold test was quoted at 13½c; extra, 11½c; extra No. 1, 11½c; prime, 12½c, and special, 13c.

**GREASES**—Trade in greases was rather light at New York during the past week, being interrupted somewhat by Jewish holidays. Prices ruled steady but soapers were not anxious buyers. Some were awaiting developments in tallow and others pointed to lack of pressure of grease supplies from producers. Ideas of buyers and sellers were somewhat apart and producers were not inclined to press business.

At New York, choice white grease was quoted at 8½c nominal; A white, 7½@7¾c; B white, 7½@7¾c, and

yellow and house, 6½c. It was felt that 6½c might be done on bids on yellow and house.

Trading in greases at Chicago was confined to scattered lots and prices were practically unchanged from last week. Tank 15 acid yellow grease sold on September 8 at 6½c, Chicago. Choice white grease was quoted on September 9 at 8½c; A white, 7½c; B white, 7@7½c; yellow, 10 to 15 f.f.a., 6½@6½c, 16 to 20 f.f.a., 6½c, and brown, 5½@6c.

### TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, SEPTEMBER 4, 1937.

Holiday. No market.

MONDAY, SEPTEMBER 6, 1937.

Holiday. No market.

TUESDAY, SEPTEMBER 7, 1937.

	High.	Low.	Close.
Sept.	.....	.....	7.15@7.65
Oct.	.....	.....	7.15@7.60
Nov.	.....	.....	7.35
Dec.	7.35	7.35	7.35@7.55
Jan.	.....	.....	7.30@7.50
Feb.	7.30	7.30	7.20@7.60

WEDNESDAY, SEPTEMBER 8, 1937.

	High.	Low.	Close.
Sept.	.....	.....	7.15@7.65
Oct.	.....	.....	7.20@7.60
Nov.	.....	.....	7.35
Dec.	7.30@7.50	7.30@7.50	7.20@7.50
Jan.	.....	.....	7.20@7.50
Feb.	.....	.....	7.20@7.50

THURSDAY, SEPTEMBER 9, 1937.

	High.	Low.	Close.
Sept.	.....	.....	7.15@7.75
Oct.	.....	.....	7.20@7.60
Nov.	.....	.....	7.35
Dec.	7.30	7.30	7.15@7.40
Jan.	.....	.....	7.10@7.25
Feb.	.....	.....	7.10@7.30

FRIDAY, SEPTEMBER 10, 1937.

	High.	Low.	Close.
Sept.	.....	.....	7.15@7.65
Dec.	.....	.....	7.10@7.30

Key: n, nominal; b, bid; t, traded.

### EASTERN FERTILIZER MARKETS

(Special Wire to The National Provisioner.)

New York, September 8, 1937.

The producers of dried blood in and around New York are sold up and are

## Automatic TEMPERATURE CONTROL

FOR Hot Water Heaters, Hog Scalding and Dehairing, Ham and Sausage Cooking, Smoke Houses, Storage and Thawing Rooms, etc.

Increase your profits and improve the quality of your product with Powers Automatic Temperature Control. Stop spoiled products and waste of steam due to overheating caused by errors of hand control. Write for bulletins.

Over 40 Years of Specialization in Temperature Control  
2725 Greenview Ave., Chicago—231 E. 46th St., New York

ALSO 41 OTHER CITIES

**POWERS REGULATOR CO.**



not offering, last sales having been made at \$3.35 per unit, f.o.b. New York. South American is held at \$3.40 per unit, c.i.f. Atlantic Coast ports for September-October shipment from South America.

The last sales of ground tankage were around \$3.35 and 10c, and unground is offered at \$3.25 and 10c, f.o.b. local shipping points. Stocks are light, as well as demand.

Offerings of Japanese sardine meal are rather limited but there is a very limited amount of trading being done. Markets here are much affected by continued low price of cottonseed meal.

### NO ACCIDENTS IN JULY

Thirty-nine meat packing plants operated during July without a lost-time accident, and either retained or received safety pennants awarded by the Institute of American Meat Packers. The thirty-nine plants are:

Abraham Brothers Packing Co., Memphis, Tenn.

Agar Packing & Provision Corp., Chicago.

Armour and Company, Denver, Colo., Huron, S.D., Indianapolis, Milwaukee, Peoria, Ill., Sioux City, Ia., So. Omaha, Neb., So. St. Joseph, Mo., So. St. Paul, Minn., West Fargo, N. D., Hauser plant, Los Angeles, N. Y. Butchers Dressed Meat Co., New York.

Carstens Packing Co., Spokane, Wash.

Deerfoot Farms Co., Southborough, Mass.

Denholm Packing Co., Pittsburgh, Pa.

Dold Packing Co., Omaha, Nebr.

Jacob Dold Packing Co., Wichita, Kans.

Field Packing Co., Bowling Green, Ky.

Foell Packing Co., Chicago, Illinois.

Adolf Gobel, Inc., Brooklyn.

C. Lehmann Packing Co., Adolf Gobel, Inc., Brooklyn, N. Y.

Edward Hahn, Johnstown, Pa.

Home Packing & Ice Co., Terre Haute, Ind.

Hull & Dillon Packing Co., Pittsburg, Kansas.

Kingan & Co., Indianapolis.

Made Rite Sausage Co., Sacramento, Cal.

Harry Manaster & Bro., Chicago.

Oscar Mayer & Co., Chicago.

H. H. Meyer Packing Co., Cincinnati.

Reynolds Packing Co., Union City, Tenn.

Stahl-Meyer, Inc., F. A. Ferris & Co., Inc., New York and Louis Meyer Div., Brooklyn.

Swift & Company, Denver.

Webb Beef Co., Cleveland.

Wilson & Co., Inc., Cedar Rapids, Ia., and Kansas City, Kansas.

F. L. Winner Packing Plant, Lock Haven, Pa.

Average accident-frequency rate for all plants reporting for July, as compiled by the Institute's Department of Packinghouse Practice and Research, was 18. Rate for July, 1932, was 19; July, 1933, 24; July, 1934, 33; July, 1935, 23, and July, 1936, 15.

### FATS & OILS IMPORTS

Of the more than one billion pounds of oils and fats imported into the United States during the first half of 1937, edible animal oils and fats totaled 10,293,055 lbs.; inedible tallow, 3,350,938 lbs.; crude cottonseed oil, 20,186,163 lbs.; refined cottonseed oil, 136,771,243 lbs.; coconut oil, 171,556,789 lbs.; palm oil, 176,743,527 lbs. In addition, oil seeds imported for consumption in this period totaled 688,886 tons.

### ANIMAL FAT IMPORTS

Imports of edible animal fats and fat products into the United States during June, 1937, are reported by the U. S. Department of Commerce as follows:

	Lbs.	Value.
Lard compounds	240,657	\$ 17,601
Oleo stearine	302,918	32,701
Oleomargarine	104,528	11,135
Beef and mutton tallow	2,163,285	121,102

### PACKINGHOUSE BY-PRODUCT YIELDS

Estimated yield and production of by-products from slaughter under federal inspection, July, 1937, with comparisons:

	Average wt. per animal		Per cent of live weight.		Production						Percent is of average
	Lbs.	Lbs.	Pct.	July 1, 1936 to June 30, 1937.	July, 1937.	July 1, 1936 to June 30, 1937.	July 1, 1937.	July 1, 1936 to June 30, 1937.	July 1, 1937.	Percent is of average	
Edible beef fat <sup>1</sup>	30.02	27.20	3.29	3.04	235,602	25,321	30,449	21,362	4,072	84.36	
Edible beef offal	35.59	36.79	3.90	4.12	385,440	25,275	33,444	28,894	5,121	114.82	
Cattle hides	61.31	60.02	6.72	6.72	668,715	47,078	57,285	47,417	10,072		
Edible calf fat <sup>1</sup>	1.44	1.38	0.75	0.73	9,193	575	658	716	1,245.52		
Edible calf offal	1.53	1.58	0.93	4.14	48,012	8,111	5,855	4,072	130.89		
Lard <sup>2</sup>	25.45	24.47	11.49	10.86	919,770	97,513	82,952	41,701	42.76		
Edible hog offal	8.15	9.47	1.18	3.86	204,681	21,978	24,909	15,505	71.86		
Pork trimmings	15.91	19.47	7.17	7.98	57,325	46,651	48,451	31,978	68.33		
Inedible hog grease <sup>2</sup>	2.24	2.51	1.01	1.02	81,314	8,243	6,045	4,224	50.08		
Sheep edible fat <sup>1</sup>	1.73	1.53	2.06	1.92	30,494	2,029	1,969	2,123	104.63		
Sheep edible offal	2.34	2.35	2.78	2.95	41,268	2,881	3,195	3,260	113.16		

<sup>1</sup>Unrendered. <sup>2</sup>Rendered.

### MARGARINE MATERIALS USED

Products used in margarine manufacture during July, 1937, compared with the quantities used in the same month a year ago are reported as follows:

	Ingredients of uncolored oleomargarine:	July, 1937.	July, 1936.
Babassu oil	1,117,950	1,288,728	lbs. lbs.
Cocoanut oil	6,530,638	9,478,176	
Corn oil	133,912	203,105	
Cottonseed oil	9,261,091	7,595,521	
Derivative of glycerine	78,366	82,274	
Lecithin	1,971	1,476	
Milk	4,707,581	5,220,061	
Neutral lard	98,354	134,110	
Olive oil	29,444	253,075	
Oleo stearine	95,229	119,132	
Palm oil	78,913	125,028	
Palm kernel oil	962,853	209,400	
Peanut oil	170,773	322,412	
Salt	1,155,613	1,423,472	
Seamee oil	1,294	3,570	
Soda (benzoate of)	9,915	11,363	
Soya bean oil	1,062,234	1,277,318	
Total	27,453,192	29,382,822	

	Ingredients of colored oleomargarine:	July, 1937.	July, 1936.
Babassu oil	5,305	192	lbs. lbs.
Cocoanut oil	37,016	75,401	
Color	193	119	
Corn oil	28	28	
Cottonseed oil	20,590	16,281	
Derivative of glycerine	29,299	25,251	
Milk	35,845	37,841	
Neutral lard	3,213	3,021	
Oleo oil	22,382	26,551	
Oleo stearine	562	960	
Palm oil	1,294	1,174	
Palm kernel oil	17,670	260	
Peanut oil	8,688	.....	
Salt	58	1,981	
Soda (benzoate of)	12,062	10,534	
Soya bean oil	156	80	
Total	179,462	175,567	

### JULY MARGARINE PRODUCTION

Margarine produced during July, 1937, with comparisons showing a decrease of 5.34 per cent from the production of July, 1936, is reported as follows by margarine manufacturers:

	July, 1937.	July, 1936.
Production of uncolored margarine	26,058,872	27,543,866
Production of colored margarine	156,413	151,389
Total production	26,215,285	27,694,755
Uncolored margarine withdrawn tax paid	26,792,028	27,182,967
Colored margarine withdrawn tax paid	41,576	40,818

### DANES USE MARGARINE

Margarine manufacture in Denmark is a leader among the margarine industries of the world, there being 117 factories in operation in this state-controlled industry, producing 78,199 tons of margarine. Per capita consumption of margarine in Denmark is 46.3 lbs., the greatest of any country of the world. Animal oils comprise 27 per cent of the raw materials used. It is pointed out by the assistant American trade commissioner in Denmark that the first margarine factory there met with much opposition from dairy interests, but it was soon realized that the more margarine was consumed the more butter was released for export. Cost is lower than that of butter, and the product is used extensively by workers and by the rural population. Per capita consumption of butter is approximately 20.7 lbs., less than half that of margarine.

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July, 1936.  
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7,585,521  
82,274  
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13,919  
1,574,734  
233,075  
119,132  
125,026  
269,279  
322,412  
1,428,475  
3,570  
11,363  
1,277,318  
29,382,822

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119  
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July, 1936.  
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27,182,987  
40,818

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# VEGETABLE OILS

## WEEKLY MARKET REVIEW

AFTER scoring a fairly good rally, the cottonseed oil futures market turned sharply downward again this week as a result of a larger cotton crop estimate than had generally been expected. The government's September report indicated a crop of 16,098,000 bales.

Earlier strength had resulted from broadening of outside buying power and considerable short covering, influenced somewhat by apprehension over the European political situation as well as conditions in the Orient.

The government cotton crop estimate was surprising to the trade in view of unfavorable weather that had prevailed in the Eastern belt for some days prior to the report. It was apparent, however, that beneficial rains in the West had more than offset damage in the East. Weather in the Central and Eastern territory has been very wet since the report was compiled but it is not believed that there has been extensive damage.

As a result of the report, prices broke under liquidation which ran into stop loss orders very close to the season's lowest levels. Hedge selling was very apparent on the late months as crude continued to come out at a favorable hedging differential, particularly in Texas.

Declines might have gone a great deal farther had it not been for support of refiners in the September delivery. However, a feeling prevailed around the oil ring that refiners would be less inclined to support the market with September out of the way and the new crop moving more freely. At the same time, close observers predicted that, with indicated supplies far in excess of probable demand, the futures market eventually would go to carrying charge differentials from month to month. A cotton crop of the size now estimated should produce around 3,800,000 bbls. of cotton oil.

### Supply of Oil Large

The carryover of old oil on August 1 was 1,153,000 bbls. so that available supply of domestic oil should be about 4,953,000 bbls. for the season. Consumption last season was 2,959,000 bbls., two seasons ago it totaled 3,044,000 bbls., and three seasons ago 3,198,000 bbls. However, consumption of cotton oil last season, including imported oils, amounted to 3,425,000 bbls.

There is no way of estimating the volume of foreign cotton oil which may come in this season. Some in the trade feel that other countries producing cotton have little or no use for cotton oil and that some imports will develop regardless of the price level. A great

deal may depend upon the movement of Oriental oils to the U. S. and Europe.

It appears that it may be some time before availability of Oriental oils is decided. In the meantime, there is a supply of domestic cotton oil above probable requirements and some new outlets would appear necessary to prevent a larger carryover at the end of the current season. The soap kettle may come to the rescue, particularly as crude cotton oil continues to sell 1c a lb. or more under tallow.

Crude markets were steady early in the week but reacted later. Texas crude sold at 6 1/4c and later was 6c bid and 6 1/4c asked. In the Southeast and Valley, there were sales at 6 1/4c followed by reports of sales at 6 1/4 to 6 3/4c with the market subsequently quoted at 6 1/4 @ 6 3/4c. Cash oil demand was reported fair during the week. With the cotton crop estimate bearishly regarded, cash interests feared that consumers would continue hand-to-mouth buying.

COCOANUT OIL.—Aside from some nervousness over the international situation there was little new in the market at New York. Oil was quoted at 4 1/4 @ 4 3/4c and on the Pacific coast at 4c.

CORN OIL.—Offerings were light at New York and the market was a little tight as a result. The last business was reported at 7 1/4c.

SOYA BEAN OIL.—The market was firm at New York at 6 1/4c. Forward shipment was quoted at 6 1/4c. Soy beans were firmer in the Chicago market following other grains and due to the situation in China.

### SOUTHERN MARKETS

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 9, 1937.—Cotton oil futures were within fifteen points of the preceding week. Farmers in many sections show disposition to sell seed slowly, while mills feel drastic declines in products should be followed soon by steady to higher markets. Crude steady, offerings light, at 6 1/4c lb., f.o.b. mills. Bleachable firm, early positions. Quality of seed is poor to fair in this section. Foreign situation is not conducive to liberal imports of fats and oils this season; hence healthy reactions should occur from time to time.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, September 9, 1937.—Forty-three per cent cottonseed cake and meal, Dallas basis, for interstate shipment, \$21.50. Prime cottonseed oil 6 1/4c, trading.

PALM OIL.—More or less nominal conditions prevailed in the New York market. Nigre oil was quoted at 4 1/4c and Sumatra around 4 3/4c.

PALM KERNEL OIL.—No particular trade was reported at New York and the market was called nominal at slightly under 5c.

PEANUT OIL.—Nominal conditions continued to prevail at New York with the first quotations around 7 1/4c.

OLIVE OIL FOOTS.—Nearby foots at New York held at 10 1/4c, the market being slightly steadier. New crop was quoted at 9 3/4c.

COTTONSEED OIL.—Valley and Southeast crude was quoted on September 8 at 6.25 bid, 6.37 1/2 asked; Texas 6.25 paid at common points, Dallas 6.37 1/2 nominal.

Market transactions at New York:

#### Friday, September 3, 1937

	Sales.	High.	Low.	Range	Closing	Bid.	Asked.
Sept. .	17	775	771	771 a 776			
Oct. .	8	766	761	766 a trad			
Nov. .	....	....	....	765 a nom			
Dec. .	13	768	764	768 a trad			
Jan. .	9	768	763	769 a 771			
Feb. .	....	....	....	770 a nom			
Mar. .	81	777	770	776 a 77tr			
Apr. .	....	....	....	777 a nom			

#### Saturday, September 4, 1937

HOLIDAY, No Market.

#### Monday, September 6, 1937

HOLIDAY, No Market.

#### Tuesday, September 7, 1937

Sept. .	2	787	787	783 a 787			
Oct. .	18	781	775	781 a trad			
Nov. .	....	....	....	780 a nom			
Dec. .	35	781	778	780 a trad			
Jan. .	30	783	779	783 a trad			
Feb. .	....	....	....	780 a nom			
Mar. .	79	790	784	778 a trad			
Apr. .	....	....	....	787 a nom			

#### Wednesday, September 8, 1937

Sept. .	9	786	758	758 a 759			
Oct. .	44	777	755	753 a 756			
Nov. .	....	....	....	753 a nom			
Dec. .	51	779	755	756 a trad			
Jan. .	20	780	756	757 a 758			
Feb. .	....	....	....	757 a nom			
Mar. .	65	786	763	763 a trad			
Apr. .	....	....	....	763 a nom			

#### Thursday, September 9, 1937

Sept. .	....	759	758	757 a ....			
Oct. .	....	756	752	751 a ....			
Nov. .	....	....	....	715 a 740			
Dec. .	....	....	....	715 a 740			
Jan. .	....	758	755	756 a ....			
Feb. .	....	....	....	756 a ....			
Mar. .	....	766	760	763 a ....			

(See page 35 for later markets.)

# HIDES AND SKINS

## WEEKLY MARKET REVIEW

### Chicago

**PACKER HIDES.**—No activity has developed as yet in the packer hide market, but trade interests have hopes of some developments following the leather and shoe style show being held at New York late this week. Trade has continued at a standstill and packers have shown no anxiety to press hides for sale, their holdings consisting mostly of prime summer take-off hides.

Packers continue to quote their last sale prices, basis 19½c for native, butt branded and heavy Texas steers, Colorados at 19c, light Texas steers 18c, heavy native cows 18½c, light native cows 17½c, branded cows 17¼c, and native bulls 14½c, for July take-off.

There are sizeable orders in the market for light native cows at 16c and branded cows at 15¾c, and bids of 13c reported for native bulls, but these prices are below those obtained recently by speculators on re-sale cows. They serve, however, to indicate the present lowest possible levels of any decline when trading is resumed, barring any unfavorable news without the industry, such as sharp decline in security and some commodity markets this week. Steer production is light, and light native and branded cows constitute bulk of packer holdings.

Federal-inspected slaughter of cattle for August was reported as 879,632 head, compared with 790,020 in July and 1,011,743 in August last year; slaughter for the first eight months this year was 6,456,871 cattle, compared with 6,800,962 for same period last year. Calf slaughter for August was 538,372 head, as against 519,826 in July and 540,801 for August of last year; total for first eight months this year was 4,299,242 calves, compared with 3,961,102 during same period last year.

Cattle receipts at the seven Western markets for three days this week following the holiday were 135,000 head, as against 158,000 for four days last week and 182,000 head a year ago.

**OUTSIDE SMALL PACKER HIDES.**—Occasional sales reported on outside small packer all-weight natives basis 15c, selected, del'd Chicago, for choice light average stock, brands ½c less, where buyer is familiar with killer's take-off; other light average lots offered that basis and unsold, while some buyers report an occasional car at 14¾c, or 14½c for heavier average. Offerings apparently are not burdensome. Chicago take-off only nominal around 15½@15¾c.

**PACIFIC COAST.**—Trading still awaited and last paid prices of 17½c for July steers and 16c for cows, flat,

f.o.b. shipping points, still quoted in a nominal way.

**FOREIGN WET SALTED HIDES.**—Moderate trade in South American market, with prices somewhat irregular within a narrow range, but tending higher late this week. Late last week 4,500 Smithfield steers sold at 97% pesos to Europe, equal to 15½@16c, c.i.f. New York, steady; 1,850 Anglo reject steers sold early this week at 93 pesos or 15½c, about ½c off; 2,000 LaBlanca reject cows sold at 84½ pesos or 13¾c; 4,000 frigorifico Nacional steers sold equal to 17c, or ¼c down; 2,000 LaPlata steers sold at 99½ pesos or 16½c, being ½c up; 2,000 LaPlata reject steers sold at 95½ pesos, or 15½c, and 8,500 more Argentine reject steers sold later same basis, or ½c up.

**LATER**—Pack of 4000 La Blanca steers sold at 100 pesos, equal to 16½c or ½c advance; 1000 Wilson cows sold at 95 pesos or 15¾c.

**COUNTRY HIDES.**—Trade in country hides has been almost at a standstill. Holdings generally are thought to be light and dealers are not anxious to sell at going levels since they cannot replace their holdings, due to the limited offerings of all-weights from interior points; buying interest also light. Car untrimmed all-weights was reported at 12½c, selected, del'd Chicago, although 12½c is usually asked. Heavy steers and cows quoted around 12c nom., although offerings running mostly cows could probably be bought lower. Trimmed buff weights are talked 12½@12¾c in a nominal way. Good trimmed extremes are held at 14½@14¾c, selected, with buyers' ideas around 14c. Bulls and glues 10@10½c nom. All-weight branded hides quoted 11@11½c nom.

**CALFSKINS.**—As previously reported, one packer last week sold July light calf, under 9½ lb., at 23c, and moved July northern heavies, 9½/15 lb., earlier at 27c, with Detroit, Cleveland and Evansville heavies going at 27½c, usual premium. Offerings this basis from other packers are unsold, and August productions still held intact.

Chicago city 8/10 lb. calfskins are offered ½c lower at 19½c, with bids of 19c declined; one collector sold 10,000 city 10/15 lb. calf at close of last week at 20c, or a cent down, and a car offered this basis. Outside cities, 8/15 lb., quoted 19@19½c nom.; mixed city and country lots 17½@18c; straight countries 15@15½c flat. Chicago city light calf and deacons \$1.25 bid and \$1.30 asked.

**KIPSKINS.**—Packer August kipskins moved in a good way at prices 1½@2c down. One packer sold August production of 35,000 kips, and another

packer 11,000, all at 19c for northern natives, 17½c for northern over-weights, southerns a cent less, and brands at 16½c. Another packer sold 6,400 northern natives at 19c, 700 northern over-weights at 17½c, and 1,700 brands at 16½c. Fourth packer sold 9,000 native kips and 3,000 over-weights same basis and is also credited with booking more.

Chicago city kipskins last sold at 17½c at end of last week, with over-weights moved earlier at 16c; further offerings this basis but bids lacking. Outside cities quoted 17@17½c nom.; mixed cities and countries about 16c; straight countries 14@14½c flat.

No action as yet on packer August regular slunks, with \$1.10 last paid for Julys.

**HORSEHIDES.**—Trade continues slow on horsehides, with choice city renderers with full manes and tails quoted about \$5.25, selected, f.o.b. nearby sections; ordinary trimmed renderers \$4.75@4.85, del'd Chgo.; mixed city and country lots \$4.25@4.40, Chicago.

**SHEEPSKINS.**—Dry pelts quoted nominally 24@25c, del'd Chicago. One packer reports moving a few shearlings at steady prices of \$1.25 for No. 1's, \$1.15 for No. 2's and 85c for No. 3's; another packer reports one car, with No. 1's at \$1.35 and steady prices for the other two grades, closer selection understood to account for difference in price. Pickled skins appear easy and quoted generally \$8.00@8.25 per doz. straight run of packer lamb; offerings at \$8.25 per doz. not attracting bids and buyers showing indifference. Packer lamb pelts quoted around \$2.02½ per cwt. live lamb, reported to have been paid for first half September production of an outside packer; buyers' ideas on small outside packer lots range down to \$1.85 per cwt. live lamb.

### New York

**PACKER HIDES.**—This market is still awaiting some action in the western market to re-establish values. One packer is credited with moving a few Aug. native steers previous week at 19½c, but others hold August production and one packer holds several prior months, with asking prices generally in line with Chicago prices.

**CALFSKINS.**—Collectors are thought to have moved some calfskins this week and, while no verification has been obtained, prices are thought to have been about steady or a shade under last week's quotations. At that time, 5-7's moved at \$1.62½ and 7-9's at \$2.10, with 4-5's quoted nominally around \$1.25@1.30 and 9-12's at \$3.10@3.15. Trading awaited to establish market on packer calf, which are quoted nominally 15@20c over collectors' calf.

Watch Classified page for bargains in equipment.

The National Provisioner

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## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago, week  
Sept. 10, 1937, with comparisons:

PACKER HIDES.			
Week ended Sept. 10.	Prev. week.	Cor. week. 1936.	
Spr. nat. stra..	@19½ n	@19½ n	14½ @15n
Hvy. nat. stra..	@19½	@19½	14½
Hvy. Tex. stra..	@19½	@19½	14½
Hvy. butt			
brnd'd stra..	@19½	@19½	14½
Hvy. Col. stra..	@19	@19	14
Ex-dl. Tex. stra..			
	@17½	@17½	11½
Brnd'd cows ..	@17½	@17½	11½
Hvy. nat. cows ..	@18½	@18½	13½ @14
Lt. nat. cows ..	@17½	@17½	11½
Nat. bulls ..	@14½	@14½	10
Brnd'd bulls ..	@13½	@13½	9
Calfskins .....	23 @27x	23 @27	20 @21½
Kips, nat. ....	@19	@20½	16
Kips, ov.-wt. ....	@17½	@19½	15
Kips, brnd'd .....	@16½	@18	13½
Slunks, reg. ....	@11.10n	@11.10	10.02½
Slunks, hrs. ....	@45	@45	35 @40

Light native, butt branded and Colorado steers  
1c per lb. less than heavies.

## CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts...14½@15½	14½@16	10½@11½
Branded.....14 @15	14½@15½	10½@11½
Nat. bulls....12 @12½	12½@12½	9 @8
Brnd'd bulls...11 @11½	11 @11½	8 @8
Calfskins ....19	20 @21	17 @18½
Kips, nat. ....	@17½ax	14½@15
Slunks, reg. ....	@1.00n	80 @90n
Slunks, hrs. ....	.35 @40n	35 @40n

## COUNTRY HIDES.

Hvy. steers ..	@12n	@12n	8 @8½
Hvy. cows ....	@12n	@12n	8 @8½
Bulls .....12½@12½	12½@13	8½ @9	
Extremes ...14 @14½	14 @14½	9½ @10	
Bulls .....10 @10½	10½@10½	6½ @6	
Calfskins ..15 @15½	15½@16	12½ @13	
Kips .....14 @14½	14½@15	11 @11½	
Light calf ...85 @1.00n	80 @1.00n	80 @95n	
Deacons ...85 @1.00n	80 @1.00n	80 @95n	
Slunks, reg. ....70 @80n	70 @80n	60 @75n	
Slunks, hrs. ....15 @25n	15 @25n	10 @15n	
Horseheads ...4.25@5.25	4.30@5.35	3.10@3.75	

## SHEEPSKINS.

Pkr. lambs....	.....	.....
Sml. pkr. lambs.	.....	.....
Pkr. shearlings ..	1.25@1.35	1.25@1.35
Dry pelts ....	24 @25	24½@25

## N. Y. HIDE FUTURE MARKETS

Saturday, Sept. 4, 1937—No session.  
Monday, Sept. 6, 1937—Holiday.

Tuesday, Sept. 7, 1937—Close: Sept. 16.11 nom; Dec. 16.40@16.45 sales; Mar. 16.75 sale; June 17.08 nom; Sept. (1938) 17.38 n; sales 61 lots. Closing 8@16 higher. Correction on Dec., for Fri., Sept. 3rd, 16.32 sale instead of 16.22.

Wednesday, Sept. 8, 1937—Close: Sept. 15.94 n; Dec. 16.26 sale; Mar. 16.62 sale; June 16.97 sale; Sept. (1938) 17.27 n; sales 58 lots. Closing 11@17 lower.

Thursday, Sept. 9, 1937—Close: Sept. 15.89 n; Dec. 16.22@16.28; Mar. 16.62 sale; June 16.95 b; Sept. (1938) 17.25 n; sales 34 lots. Closing unchanged to 5 lower.

Friday, Sept. 10, 1937—Close: Sept. 15.58 n; Dec. 15.88@15.91 sales; Mar. 16.25@16.27 sales; June 16.61 b; Sept. (1938) 16.93 n; sales 124 lots. Closing 31 to 37 lower.

## MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended Sept. 10, 1937 totaled 69,440 lbs. of lard and 60,500 lbs. of bacon.

# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions

Hog products were weaker the latter part of the week under liquidation, new lows in cotton oil, limited support, better European political outlook and easiness in grains. Hogs strong; top, \$12.05.

### Cottonseed Oil

Cotton oil made new season's low, under general commission house and professional selling, liquidation, poor support, clearing weather in south and better political outlook. Texas crude sold at 6½c; SE and Valley at 6½c.

Cotton oil made new season's low, oil at close of market on Friday were: Sept. 7.50@7.60; Oct. 7.42 sale; Dec. 7.44 sale; Jan. 7.44@7.46; Mar. 7.51 sale. Tone easy. Sales 150 lots.

### Tallow

Tallow, extra 7½c lb. f.o.b.

### Stearine

Stearine, 8½c.

### Friday's Lard Markets

New York, Sept. 10, 1937.—Prices are for export. Lard, prime Western, \$10.85 @10.95; middle Western, \$10.85@10.95; city, 10½c; refined Continent 12½c; South American, 12½@12½c; Brazil kegs, 12½@12½c; compound, 10½c in carlots.

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, September 9, 1937—General provision market steady and firm; demand for A. C. hams lessening but fair demand for pure lard.

Friday's prices were: Hams, American cut, 106s; hams, long cut, unquoted; Liverpool shoulders, square, unquoted; picnics, unquoted; short backs, unquoted; bellies, English, 84s; Wiltshires, unquoted; Cumblands, 69s; Canadian Wiltshires, 95s; Canadian Cumblands, 81s; spot lard, 63s.

## CANADA DROUGHT CATTLE

Under a policy adopted to aid drought-stricken ranchers, it was announced that the Canadian government would buy thousands of head of cattle in Western Canada and move them to a 100,000-acre pasture in Manitoba, where they will be re-sold to Eastern buyers. It is not the purpose of the government to make money on the transaction, but should a profit develop it will be divided among participating ranchers. More than 50,000 cattle have been moved out of drought areas within the past few weeks, 20,000 of which were purchased outright by the government.

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Sept. 4, 1937, were 4,257,000 lbs.; previous week 4,096,000 lbs.; same week last year, 3,870,000 lbs.; from January 1 to Sept. 4, this year, 172,457,000 lbs.; same period a year ago, 145,680,000 lbs.

Shipments of hides from Chicago for the week ended Sept. 4, 1937, were 4,523,000 lbs.; previous week, 4,866,000 lbs.; same week last year, 4,453,000 lbs.; from January 1 to Sept. 4 this year, 179,501,000 lbs.; same period a year ago, 143,062,000 lbs.

## ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to September 10, 1937: To the United Kingdom, 95,874 quarters; to the Continent, 42,031. Last week to United Kingdom, 113,331 quarters; to the Continent, none.

## HULL OIL MARKETS

Hull, England, September 8, 1937.—refined oil, 26s6d. Egyptian crude cottonseed oil, 23s6d.

# LIVE STOCK MARKETS

## WEEKLY REVIEW

### MEAT SUPPLIES Compare With Year Ago

FEDERALLY-inspected slaughter of livestock in August was larger than in July with the exception of hogs, of which there were about 75,000 head less. When compared with August, 1936, calf and lamb slaughter was larger, but hog and cattle kill considerably smaller.

Decline in livestock slaughter during the summer months lends strength to

the belief that supplies of meat animals during the current year were lower than those of a year ago. On the basis of the packer fiscal year this is not the case with any class of livestock except cattle.

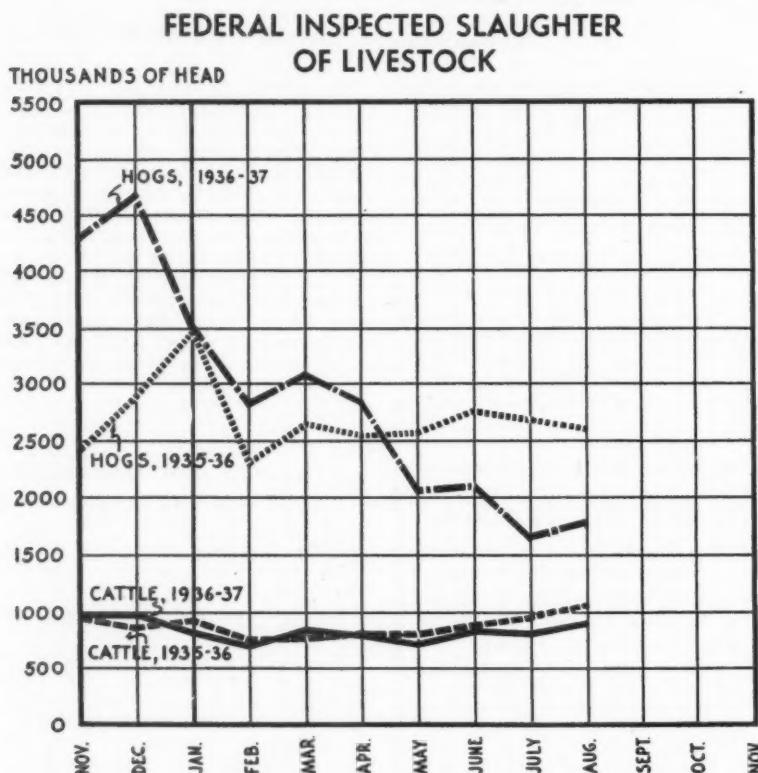
In the ten months of the packer year beginning November 1, 1936, cattle kill compared with the like period a year earlier was 117,000 head less, hog kill

2,114,000 head larger, calf kill 348,000 head larger and slaughter of sheep and lambs 922,408 head more.

Thus it is evident that while the distribution during the packer year 1936-37 was different and perhaps less satisfactory, particularly so far as fresh meat is concerned, total supplies of meat were not much under those of 1935-36. Figures are as follows:

	10 mos. 1936-37.	10 mos. 1935-36.
Cattle .....	8,431,871	8,648,962
Hogs .....	28,598,464	26,484,220
Calves .....	5,270,242	4,922,102
Lambs and sheep.....	14,462,528	13,540,120

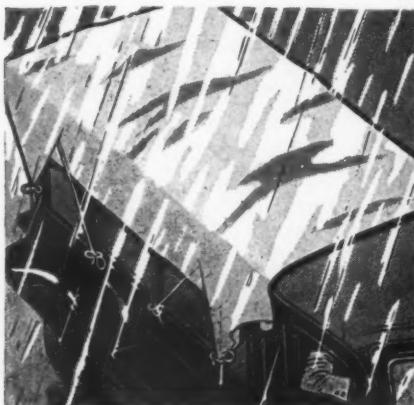
Chart on this page—one of THE NATIONAL PROVISIONER DAILY MARKET SERVICE series—shows trend of slaughter of hogs and cattle under federal inspection during the packer fiscal year 1936-37 compared with 1935-36.



### AUGUST CATTLE MARKETINGS

Cattle receipts at the seven principal markets for August totaled 837,773 head compared with 920,366 head in August, 1936. For the 1937 summer season—June to August inclusive—steer receipts at the seven markets totaled 1,980,441 head, compared with 2,354,550 head in the summer of 1936 and 1,763,181 head in the summer of 1935.

Average steer prices at Chicago during August, 1937, by grades, are reported by the U. S. Bureau of Agricultural Economics as follows: Choice and prime, \$16.38; good, \$13.97; medium, \$10.76; plain, \$8.23. Average weight of choice and prime steers at Chicago for the month was 1,083 lbs.; good steers, 995 lbs.; medium, 947 lbs.; plain, 840 lbs. The highest grade constituted 35.8 per cent of the steers sold at first hand; good grade, 42.8 per cent, medium, 14.5 per cent; plain, 6.9 per cent.



### Snug and Shipshape

..with a Bemis cover riding the top

Battened down over a load of meat, a tough Bemis Truck Cover takes whatever the trip brings and comes back for more. Wear and weather just don't bother this heavy, close-knit duck cover... and the load is as safe and snug as it was in your plant.

Double thickness does double duty at the heavy strain-points. Outfit your fleet with Bemis Covers... they'll be on top for years.

**BEMIS TRUCK COVERS**

BEMIS BRO. BAG CO., ST. LOUIS, MO.

## CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., September 9, 1937—At 20 concentration points and 10 packing plants in Iowa and Minnesota, liberal proportion of week's hog supply comprised unfinished hogs. Demand rather slow, largely because of undesirable quality. Outlet improved late and Thursday's prices were unevenly 10@20c higher than preceding Saturday on all classes. Current prices good and choice 180 to 250 lb. hogs, \$10.90@11.20, mostly \$11.00 upward at plants; strictly choice, \$11.30 sparingly; 250 to 270 lb., \$10.65@10.95; 270 to 290 lb., \$10.55@10.80; 290 to 350 lb., \$10.25@10.70. Medium to good hogs, 160 to 180 lb., \$9.65@10.65, similar grade light lights \$9.05@9.75. Good light and medium weight sows \$9.15@9.55, best light weights \$9.60 or slightly higher, and heavier averages down to \$8.70.

Receipts week ended September 9, 1937:

	This week.	Last week.
Friday, Sept. 3.....	13,100	11,000
Saturday, Sept. 4.....	9,200	7,200
Monday, Sept. 6.....	Holiday	14,500
Tuesday, Sept. 7.....	17,700	7,400
Wednesday, Sept. 8.....	10,100	10,000
Thursday, Sept. 9.....	9,800	12,200

## RECEIPTS AT CHIEF CENTERS

Week ended Sept. 3, 1937:

At 20 markets:

	Cattle.	Hogs.	Sheep.
Week ended Sept. 3.....	229,000	227,000	341,000
Previous week.....	225,000	240,000	374,000
1936.....	280,000	325,000	343,000
1935.....	255,000	188,000	310,000
1934.....	559,000	385,000	393,000

At 11 markets:

	Hogs.
Week ended Sept. 3.....	175,000
Previous week.....	191,000
1936.....	257,000
1935.....	148,000
1934.....	328,000
1933.....	1,107,000
1932.....	363,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended Sept. 3.....	168,000	133,000	204,000
Previous week.....	164,000	152,000	241,000
1936.....	216,000	209,000	213,000
1935.....	194,000	122,000	209,000
1934.....	428,000	281,000	276,000
1933.....	166,000	958,000	275,000
1932.....	166,000	309,000	298,000

## LIVESTOCK TRUCK RECEIPTS

Truck receipts at 13 principal markets for July, 1937, with comparisons:

	Cattle.	Calves.	Hogs.	Sheep.
July, 1937.....	406,542	187,996	513,686	336,162
1936.....	543,279	186,015	988,941	379,368
1935.....	425,203	175,307	643,652	400,492
1934.....	469,864	188,812	1,278,472	325,784
1933.....	378,985	139,907	1,788,588	417,440

First seven months of 1937, with comparisons:

	1937.	1936.	1935.
Cattle.....	3,101,064	8,887,021	2,819,387
Calves.....	1,450,236	1,283,158	1,246,909
Hogs.....	5,700,364	6,651,248	5,244,203
Sheep.....	2,264,342	2,087,190	2,376,414

Totals..... 12,525,006 18,406,617 11,686,913

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, September 9, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. wt., 140-160 lbs.,

Good-choice .....	\$10.35 @ 11.50	\$10.75 @ 11.40	\$ 9.25 @ 10.50	\$ 9.85 @ 10.85	\$10.40 @ 11.25
Medium .....	9.75 @ 11.15	10.10 @ 11.15	8.75 @ 10.10	9.35 @ 10.35	10.00 @ 11.00

Lt. wt., 160-180 lbs.,

Good-choice .....	11.15 @ 11.75	11.25 @ 11.65	10.10 @ 11.15	10.35 @ 11.20	11.00 @ 11.40
Medium .....	10.25 @ 11.35	10.60 @ 11.45	9.25 @ 10.90	9.90 @ 11.00	10.50 @ 11.25

Lt. wt., 180-200 lbs.,

Good-choice .....	11.35 @ 11.90	11.50 @ 11.70	10.90 @ 11.35	11.00 @ 11.25	11.25 @ 11.40
Medium .....	10.75 @ 11.45	10.90 @ 11.50	9.90 @ 11.25	10.65 @ 11.05	10.75 @ 11.25

Med. wt.,

200-220 lbs., gd-ch.....	11.45 @ 11.90	11.50 @ 11.70	11.25 @ 11.35	11.05 @ 11.25	11.25 @ 11.40
220-350 lbs., gd-ch.....	11.40 @ 11.85	11.40 @ 11.70	11.15 @ 11.35	11.00 @ 11.25	11.15 @ 11.40

Hvy. wt.,

250-290 lbs., gd-ch.....	11.25 @ 11.75	11.10 @ 11.55	10.65 @ 11.25	10.80 @ 11.20	10.55 @ 11.25
290-350 lbs., gd-ch.....	10.75 @ 11.45	10.75 @ 11.35	10.25 @ 10.85	10.55 @ 10.90	10.15 @ 10.80

PACKING SOWS:

275-350 lbs., good.....	10.25 @ 10.35	9.80 @ 10.15	9.70 @ 9.90	9.75 @ 10.10	9.65 @ 9.90
350-425 lbs., good.....	10.00 @ 10.25	9.65 @ 10.00	9.50 @ 9.85	9.45 @ 9.85	9.40 @ 9.90
425-550 lbs., good.....	9.60 @ 10.00	9.40 @ 9.80	9.15 @ 9.65	9.00 @ 9.75	9.25 @ 9.75
275-550 lbs., medium.....	8.85 @ 10.25	8.75 @ 9.80	8.75 @ 9.60	8.75 @ 9.75	9.25 @ 9.75

SLAUGHTER PIGS, 100-140 lbs.:

Good-choice .....	9.75 @ 10.90	9.40 @ 10.90	.....	9.50 @ 10.15	10.00 @ 10.75
Medium .....	9.25 @ 10.35	8.90 @ 10.65	.....	9.00 @ 9.65	.....

Slaughter Cattle, Calves and Vealers:

STEERS, 550-900 lbs.,

Choice .....	14.00 @ 16.75	12.50 @ 15.75	12.25 @ 16.50	12.25 @ 15.75	14.25 @ 16.25
Good .....	10.75 @ 15.50	10.75 @ 14.75	10.50 @ 14.75	10.25 @ 14.75	10.75 @ 14.75
Medium .....	8.50 @ 11.00	9.00 @ 11.25	8.25 @ 11.00	7.75 @ 11.00	7.75 @ 11.00
Common (plain) .....	6.25 @ 9.25	6.75 @ 9.00	6.25 @ 8.75	6.00 @ 8.25	6.50 @ 8.25

STEERS, 900-1100 lbs.,

Prime .....	16.75 @ 18.50	.....	.....	.....	.....
Choice .....	16.25 @ 18.25	11.25 @ 16.50	15.25 @ 17.25	15.25 @ 16.75	14.75 @ 16.75
Good .....	11.00 @ 16.25	11.25 @ 15.25	11.00 @ 15.25	11.00 @ 15.25	11.00 @ 14.75
Medium .....	9.25 @ 11.75	9.00 @ 12.00	8.75 @ 11.75	8.00 @ 12.00	8.00 @ 11.25

STEERS, 1100-1300 lbs.,

Prime .....	17.75 @ 19.00	.....	.....	.....	.....
Choice .....	16.25 @ 18.25	15.50 @ 16.50	15.25 @ 17.25	15.25 @ 16.75	14.75 @ 16.75
Good .....	11.75 @ 16.50	12.00 @ 15.50	11.75 @ 15.50	12.00 @ 15.75	11.25 @ 15.00
Medium .....	9.75 @ 12.75	9.25 @ 12.00	9.25 @ 12.25	9.25 @ 12.50	8.25 @ 11.50

STEERS, 1300-1500 lbs.,

Prime .....	18.25 @ 19.00	.....	.....	.....	.....
Choice .....	16.50 @ 18.25	15.50 @ 16.50	15.50 @ 17.25	15.25 @ 16.75	15.00 @ 16.75
Good .....	12.75 @ 16.50	12.00 @ 15.50	12.25 @ 15.50	12.00 @ 15.75	11.50 @ 15.00
Medium .....	12.75 @ 16.00	12.00 @ 15.50	12.25 @ 15.50	12.00 @ 15.75	11.50 @ 15.00

HEIFERS, 550-750 lbs.,

Choice .....	14.00 @ 15.25	12.50 @ 14.50	12.25 @ 14.75	11.50 @ 14.25	12.25 @ 14.25
Good .....	11.00 @ 14.00	10.25 @ 12.50	10.25 @ 12.25	9.50 @ 12.25	9.75 @ 12.25
Common (plain), medium...	6.25 @ 11.00	5.50 @ 10.25	5.00 @ 10.50	5.00 @ 9.75	5.00 @ 9.75

HEIFERS, 750-900 lbs.,

Good-choice .....	11.00 @ 15.75	.....	10.50 @ 15.25	9.75 @ 14.50	9.75 @ 14.50
Common (plain), medium...	6.25 @ 11.00	5.25 @ 10.50	5.25 @ 10.50	5.00 @ 9.75	5.25 @ 10.00

COWS:

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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, Sept. 4, 1937, as reported to The National Provisioner:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,724	3,733	5,532
Swift & Co.	2,261	2,902	4,827
Morris & Co.	1,832	.....	1,611
Wilson & Co.	3,405	3,371	3,063
Anglo-Amer. Prov. Co.	492	.....	.....
G. H. Hammond Co.	1,633	.....	.....
Shippers	14,021	4,885	4,843
Others	9,326	12,854	5,058
Total: 36,697 cattle; 6,361 calves; 34,316 hogs; 24,934 sheep.			
Not including 1,319 cattle, 823 calves, 12,178 hogs and 20,058 sheep bought direct.			

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,917	1,716	1,912	3,676
Cudahy Pkg. Co.	2,671	1,382	979	3,701
Swift & Co.	3,137	1,403	1,812	2,926
Wilson & Co.	2,498	1,534	1,057	2,146
Indep. Pkg. Co.	.....	.....	443	.....
Meyer Kornblum Pkg. Co.	1,046	.....	.....	.....
Others	10,337	299	915	2,035
Total	23,606	6,334	7,118	14,484
Not including 9,988 hogs bought direct.				

### OMAHA

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	2,918	1,734	3,627
Cudahy Pkg. Co.	4,814	1,951	5,176
Dold Pkg. Co.	2,961	1,406	.....
Morris Co.	2,336	1,661	.....
Swift & Co.	4,008	1,531	4,583
Others	5,184	32,118	.....

Eagle Pkg. Co., 13 cattle; Greater Omaha Pkg. Co., 119 cattle; Geo. Hoffman Pkg. Co., 37 cattle; Lewis Pkg. Co., 498 cattle; Omaha Pkg. Co., 152 cattle; John Roth Pkg. Co., 131 cattle; So. Omaha Pkg. Co., 173 cattle; Lincoln Pkg. Co., 400 cattle; Wilson & Co., 232 cattle.

Total: 16,772 cattle and calves; 12,764 hogs; 47,165 sheep.

Not including 3,612 hogs and 6,508 sheep bought direct.

### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,680	2,117	3,199	5,794
Swift & Co.	3,529	2,463	3,779	5,113
Morris Co.	928	107	523	.....
Hunter Pkg. Co.	2,072	1,000	2,12	1,556
Heil Pkg. Co.	.....	1,623	.....	.....
Krey Pkg. Co.	.....	2,649	.....	.....
Laclede Pkg. Co.	.....	2,033	.....	.....
Shippers	7,801	7,192	8,437	12,067
Others	4,387	568	8,281	166
Total	20,406	13,445	31,772	24,696
Not including 2,130 cattle, 5,776 calves, 15,988 hogs and 3,413 sheep bought direct.				

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,851	755	2,886	8,322
Armour and Co.	1,919	761	2,635	4,239
Others	1,263	47	719	685

Total: 5,633 cattle, 1,563 calves, 6,249 hogs.

Not including 403 hogs bought direct.

### SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,002	204	2,351	3,095
Armour and Co.	1,640	214	2,477	1,808
Swift & Co.	1,431	216	1,448	2,004
Shippers	2,186	33	3,888	1,394
Others	309	67	39	2
Total	7,560	794	10,204	8,303

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,970	1,313	2,485	359
Wilson & Co.	1,903	1,465	2,463	512
Others	311	26	465	.....

Total: 4,184 cattle, 2,804 calves, 5,413 hogs.

Not including 8 cattle bought direct.

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall & Son	54	.....	308	.....
E. Kahn's Sons	670	274	5,738	3,244
Lohrey Pkg. Co.	2	.....	273	.....
H. H. Meyer Pkg. Co.	19	.....	2,014	.....
J. Schlachter's Son	112	184	.....	71
J. & F. Schrath Pkg. Co.	21	.....	1,880	.....
J. P. Stegner & Co.	190	286	29	.....
Shippers	292	90	3,393	2,706
Others	2,174	1,057	553	705
Total	3,480	1,945	13,851	7,063

Not including 683 cattle and 3,163 sheep bought direct.

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,515	937	1,243	1,243
Dold Pkg. Co.	609	210	892	24
Wichita D. B. Co.	20	.....	.....	.....
Dunn-Ostertag	124	.....	.....	.....
Fred W. Dold	138	.....	274	2
Sunflower Pkg. Co.	47	.....	188	1
Keefe Pkg. Co.	68	.....	.....	.....
Total	2,590	1,156	2,597	1,270

Not including 1,249 hogs bought direct.

### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	809	218	1,249	3,303
Cudahy Pkg. Co.	778	237	483	2,102
Swift & Co.	787	207	1,307	7,211
Others	1,603	345	557	462
Total	4,087	1,007	3,596	13,078

Not including 118 calves, 777 hogs and 834 sheep bought direct.

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,248	2,381	6,283	4,732
Cudahy Pkg. Co.	1,041	1,571	.....	.....
M. Rifkin & Son	252	39	.....	.....
Swift & Co.	4,970	4,114	8,702	8,601
United Pkg. Co.	2,053	216	.....	.....
J. T. McMillan Co.	1,128	274	979	6,034
Others	.....	.....	.....	.....
Total	12,692	8,595	15,964	19,367

Not including 118 calves, 777 hogs and 834 sheep bought direct.

### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,739	2,572	7,214	1,113
Omaha Pkg. Co.	373	.....	.....	1,328
Armour and Co. MIL.	930	1,310	.....	.....
N. Y. D. M. Co.	20	.....	.....	.....
Michels Packing Co.	69	9	.....	.....
Shippers	150	27	68	17
Others	889	869	21	103
Total	4,172	4,787	7,303	2,561

Not including 118 calves, 777 hogs and 834 sheep bought direct.

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan Co.	1,460	793	3,924	3,165
Armour and Co.	792	429	1,413	.....
Hilgemeter Bros.	6	.....	349	.....
Stumpf Bros.	.....	.....	95	.....
Meier Pkg. Co.	77	14	306	.....
Wabnitz and Deters.	59	103	319	41
Stark and Wetzel.	89	19	168	.....
Maas Hartman Co.	46	31	.....	.....
Shippers	2,046	1,487	18,290	10,562
Others	1,487	125	191	810
Total	6,002	3,001	25,054	14,518

Not including 118 calves, 777 hogs and 834 sheep bought direct.

### RECAPITULATION.

#### CATTLE.

	Week ended Sept. 4.	Prev. week.	Cor. week.
Chicago	34,316	33,990	43,938
Kansas City	7,118	8,772	13,732
Omaha	12,764	13,028	26,990
St. Louis	31,172	34,668	40,815
St. Joseph	6,241	7,110	5,236
Sioux City	10,204	10,597	17,661
Oklahoma City	2,597	4,937	6,513
Wichita	2,597	4,937	3,481
Denver	3,596	3,690	5,003
St. Paul	15,964	18,283	27,382
Milwaukee	7,303	5,642	10,602
Indianapolis	25,054	26,125	30,440
Cincinnati	13,851	15,416	17,198
Ft. Worth	.....	4,036	.....
Total	176,201	189,356	247,881

#### SHEEP,

	Week ended Sept. 3.	Prev. week.	Cor. week.
Chicago	24,934	40,139	33,907
Kansas City	14,484	20,281	14,980
Omaha	47,165	48,302	16,203
East St. Louis	24,696	34,068	14,899
St. Joseph	13,246	16,581	.....
Sioux City	8,172	8,214	7,771
Oklahoma City	871	424	2,422
Wichita	1,270	903	1,526
Denver	13,078	56,416	47,951
St. Paul	19,367	32,183	24,306
Milwaukee	2,561	2,557	1,969
Indianapolis	14,518	13,849	9,688
Cincinnati	7,063	8,505	7,213
Ft. Worth	.....	4,376	.....
Total	191,556	282,895	186,031

OCK

ago Union  
e periods:**SLAUGHTER REPORTS**

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended September 4, 1937.

ogs. Sheep.  
153 13,166  
523 9,704  
505 4,997  
737 8,847  
908 3,416  
000 6,000  
1826 46,130  
774 76,  
297 53,475  
473 47,310

**CATTLE.**

	Week ended Sept. 4.	Cor. week.
Chicago	23,995	27,595
Kansas City	26,940	25,485
Omaha	17,641	14,290
East St. Louis	12,606	13,420
St. Joseph	5,782	6,008
Sioux City	6,206	7,196
Wichita	3,746	3,621
Fort Worth	—	6,834
Philadelphia	1,665	1,754
Indianapolis	1,556	1,681
New York & Jersey City	8,884	7,757
Oklahoma City	6,096	5,195
Cincinnati	3,707	3,897
Denver	5,044	4,436
St. Paul	11,564	11,522
Milwaukee	3,824	3,748
Total	143,155	140,422
*Cattle and calves.		

**HOGS.**

Chicago	53,835	52,765	49,273
Kansas City	16,393	20,760	26,737
Omaha	12,268	13,460	18,389
East St. Louis	36,582	33,921	37,511
St. Joseph	6,315	8,353	10,532
Sioux City	3,846	6,038	6,420
Wichita	6,347	4,731	4,036
Fort Worth	—	10,183	9,545
Philadelphia	4,682	3,948	5,584
New York & Jersey City	31,518	25,908	34,981
Oklahoma City	5,413	7,465	7,329
Cincinnati	12,084	11,454	10,224
Denver	3,596	2,697	5,386
St. Paul	20,827	18,849	20,481
Milwaukee	7,177	4,615	9,276
Total	230,697	228,248	278,086

**SHEEP.**

Chicago	40,149	50,453	40,147
Kansas City	14,484	20,281	14,980
Omaha	20,026	24,978	23,184
East St. Louis	12,028	12,751	12,165
St. Joseph	12,561	13,100	—
Sioux City	7,157	7,228	6,887
Wichita	1,270	1,303	1,526
Fort Worth	—	—	4,376
Philadelphia	6,542	4,788	4,254
Indianapolis	3,238	3,288	3,188
New York & Jersey City	69,276	63,399	59,471
Oklahoma City	871	824	1,242
Cincinnati	6,610	6,019	4,284
Denver	13,078	12,507	8,962
St. Paul	13,333	21,981	20,522
Milwaukee	2,846	2,340	1,856
Total	224,640	245,613	207,034

**PACIFIC COAST LIVESTOCK**

Receipts five days ended Sept. 4:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	6,858	2,272	1,951	2,812
San Francisco	1,135	65	3,465	2,055
Portland	3,325	710	4,575	9,825
DIRECTS—Los Angeles: Cattle, 42 cars; calves, 9 cars; hogs, 59 cars; sheep, 104 cars. San Francisco: Cattle, 490 head; calves, 85 head; hogs, 1,185 head; sheep, 2,060 head. Portland: Hogs, 859 head.				

**CANADIAN LIVESTOCK PRICES****BUTCHER STEERS.**

Up to 1,050 lbs.

Top Prices Week ended Sept. 2. Last week. Same week 1936.

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

Calgary ..... 9.35 9.50 8.35  
Edmonton ..... 9.35 9.60 8.25  
Prince Albert ..... 9.25 9.50 8.25  
Moose Jaw ..... 9.35 9.60 8.25  
Saskatoon ..... 9.25 5.50 8.25

GOOD LAMBS.

Toronto ..... \$ 9.85 \$ 9.50 \$ 8.50  
Montreal ..... 8.75 9.00 7.00  
Winnipeg ..... 7.75 8.00 7.00  
Calgary ..... 6.50 6.25 5.50  
Edmonton ..... 6.00 6.50 5.75  
Prince Albert ..... 6.50 7.00 5.25  
Moose Jaw ..... 7.00 7.00 5.50  
Saskatoon ..... 7.25 7.25 5.75

**VEAL CALVES.**

Toronto	\$10.50	\$10.00	\$ 8.50
Montreal	10.00	9.00	7.50
Winnipeg	6.50	7.00	6.00
Calgary	6.00	6.00	3.50
Edmonton	6.00	6.00	4.00
Prince Albert	5.50	5.00	3.50
Moose Jaw	5.00	5.00	4.00
Saskatoon	6.00	6.00	4.25

**BACON HOGS.**

Toronto	\$10.15	\$10.25	\$ 9.25
Montreal (1)	10.10	10.50	9.35
Winnipeg (1)	9.50	9.75	8.50

**CHICAGO PACKER PURCHASES**

Purchases of livestock at Chicago by principal packers for the first three days of this week totaled 16,953 cattle, 2,849 calves, 21,072 hogs and 22,225 sheep.

**MEAT SUPPLIES AT EASTERN MARKETS**

(Reported by the U. S. Bureau of Agricultural Economics.)

**WESTERN DRESSED MEATS.**

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass	Week ending Sept. 4, 1937.....	6,603	2,184
	Week previous .....	6,710	2,143
	Same week year ago.....	8,336	2,865
COWS, carcass	Week ending Sept. 4, 1937.....	2,252	1,447
	Week previous .....	2,064	2,065
	Same week year ago.....	1,210	1,550
BULLS, carcass	Week ending Sept. 4, 1937.....	323 1/2	494
	Week previous .....	221	537
	Same week year ago.....	310	593
VEAL, carcass	Week ending Sept. 4, 1937.....	9,788	1,731
	Week previous .....	10,730	1,758
	Same week year ago.....	9,875	1,953
LAMB, carcass	Week ending Sept. 4, 1937.....	30,881	11,941
	Week previous .....	44,355	11,938
	Same week year ago.....	38,855	12,308
MUTTON, carcass	Week ending Sept. 4, 1937.....	4,182	935
	Week previous .....	3,506	846
	Same week year ago.....	2,584	324
PORK CUTS, lbs.	Week ending Sept. 4, 1937.....	1,137,379	237,495
	Week previous .....	1,387,862	252,038
	Same week year ago.....	1,520,054	341,516
BEEF CUTS, lbs.	Week ending Sept. 4, 1937.....	321,505	.....
	Week previous .....	363,463	.....
	Same week year ago.....	361,845	.....

**LOCAL SLAUGHTERS.**

CATTLE, head	Week ending Sept. 4, 1937.....	8,884	1,665
	Week previous .....	7,757	1,754
	Same week year ago.....	9,750	1,653
CALVES, head	Week ending Sept. 4, 1937.....	18,895	2,966
	Week previous .....	16,222	2,761
	Same week year ago.....	14,920	2,409
HOGS, head	Week ending Sept. 4, 1937.....	31,513	10,183
	Week previous .....	25,908	9,545
	Same week year ago.....	34,981	12,986
SHEEP, head	Week ending Sept. 4, 1937.....	69,276	6,542
	Week previous .....	63,390	4,788
	Same week year ago.....	59,471	4,254



Your Guide  
TO LIVESTOCK  
BUYING EFFICIENCY

**KENNEDY-MURRAY**  
**LIVESTOCK BUYING ORGANIZATION**

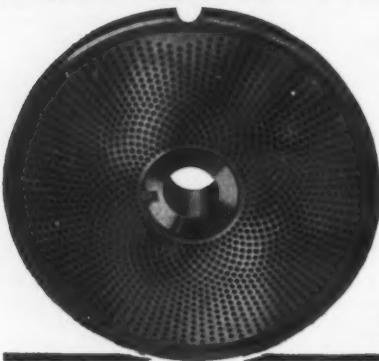
Detroit, Mich. Cincinnati, O. Dayton, O. Omaha, Neb.  
Indianapolis, Ind. La Fayette, Ind. Louisville, Ky.  
Nashville, Tenn. Sioux City, Ia. Montgomery, Ala.

Order Buyer of Live Stock  
**L. H. McMURRAY**  
Indianapolis, Indiana

Week Ending September 11, 1937

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# Guaranteed for 10 Years—The Famous C-D TRIUMPH



## EVERLASTING PLATE

*for All Makes of Meat Grinders*

If you have trouble with your grinder plates and knives, consult The Old Timer. Send for price lists and information.

**CHAS. W. DIECKMANN**



CD Cut-More Knives with changeable blades—The OK Knives with changeable blades—Superior OK reversible plates. We can furnish plates with any size holes desired from  $\frac{1}{16}$  inch up. Special designs made to order.

**SPECIALTY MFRS. SALES CO.**

2021 Grace St.  
Chicago, Ill.



*Always in Tune!*

Sausage and Specialties made with STANGE Products, seasoned with Dry Essence of Natural Spices, always strike the right note. They are always attractive and appetizing in appearance. They have piquant, delicious flavor. They combine in perfect balance every quality desired in fine sausage.

That's why sausage manufacturers on the Stange bandwagon lead the industry in profits!

*Ask for samples!*

### LIST OF PRODUCTS

Dry Essence of Natural Spices—Individual or blended	Premier Curing Salt Baysteen Sani Close
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PRODUCTS**

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*Why*

You Should Use **SWIFT'S  
ATLAS GELATIN**

### • PURE

Meets all state and federal  
pure food regulations.

### • HIGH TEST

... Because of this high jelly  
strength, it is economical to use.

### • TASTELESS

So that the true meat  
flavor is not obscured.

### • TRANSPARENT

so the meats can look  
their very best.

**SWIFT & COMPANY General Offices: CHICAGO**

# Up and Down

## MEAT TRADE

### Meat Packing 40 Years Ago

(From The National Provisioner, Sept. 11, 1897.)

Hog slaughter at 17 points during the period from March 1 to Sept. 8, 1897, totaled 8,743,000 head, compared with 6,941,000 head in the like period of 1896.

Stocks of lard held in Europe and afloat, together with quantity on hand at principal packing centers in the United States on Sept. 1, 1897, totaled 538,104 tierces, compared with a total of 564,517 tierces on the like date in 1896.

Armour Packing Co., Kansas City, filled an order for a large quantity of dressed beef for shipment to Siberia for use by the Russian government in feeding the men engaged in building the Siberian railroad. The order consisted of 1,250,000 lbs. of beef. A million and a half pounds of mess beef was being prepared by the same company for the Japanese army and navy.

Microscopical meat inspection service in Kansas City was increased to meet demands of increased export trade in pork to Germany, France and Austria.

Swift & Company declared a quarterly dividend of 1½ per cent, payable October 4, 1897.

### Meat Packing 25 Years Ago

(From The National Provisioner, Sept. 14, 1912.)

Falling off in all kinds of meat supplies was indicated by August receipts of livestock at seven principal markets, which totaled 100,000 fewer cattle, 105,000 fewer hogs and 40,000 less sheep than in August 1911. For the first eight months of 1912 cattle receipts were 600,000 head less, but hogs were some 400,000 head in excess of the like period of 1911. In spite of heavy slaughter in earlier months of the year, stocks of meat and lard on hand on September 1, 1912, showed heavy declines. Hog prices at Chicago, at \$9.25 per cwt., were the highest since October, 1910.

Steers reached a top of \$10.90 at Chicago, which was "way above even civil war prices."

Margarine production in July, 1912, totaled 7,017,441 lbs.

Armour and Company awarded contract for erection of a new branch house at Wilmington, N. C.

Granville Meat Co., Granville, N. Dak., was incorporated with a capital stock of \$25,000, by W. A. Christianson, E. O. Ash and P. B. Meyer.

### Chicago News of Today

I. Schlaifer, sales manager, Dold Packing Co., Omaha, Neb., visited in Chicago during the week.

Harry J. Williams, vice president in charge of operations, Wilson & Co., and Allen McKenzie, chief engineer, visited the company's plants at Faribault and Albert Lea, Minn., last week.

A. H. Sofe has been appointed sales manager for Fuhrman & Forster Co. He has been associated with the sales division of the packing industry for a number of years and has a wide acquaintanceship throughout the retail meat trade.

Classes in meat retailing will be held at the Crane Vocational School, Van Buren and Oakley sts., Chicago, beginning September 13. George Kaiser will again be in charge of the course, which will include such subjects as cutting tests, buying, salesmanship, window and counter display and pricing. Experts in various fields will address the classes. The course is a part of the vocational training program of the Chicago board of education.

Stanley Danick, Miami Packing Co., Miami, Okla., was in Chicago during the week.

C. L. Johnson, who conducts a rendering business at Puyallup, Wash., was in Chicago this week getting the latest ideas on rendering methods. He is an old time reader of THE NATIONAL PROVISIONER.

M. W. Stults, sales manager, J. T. McMillan Company, St. Paul, Minn., spent a week of his vacation in Chicago with Mrs. Stults, visiting old friends and familiar scenes.

R. C. Pollock, general manager, National Live Stock and Meat Board, attended the Minnesota state fair at St. Paul, Minn., this week.

### Another 50-Year Veteran

Clarence H. Keehn, first vice president of Kingan & Co., recently celebrated the completion of 50 years of service in the industry, and if anybody got more fun out of a half-century in the packinghouse grind, they have yet to be heard from. Kingan hired him in 1887 as an office boy at \$4 a week. "I still have the same job," says Clarence, "but as they've been paying me more than that for some time, I am not thinking of making any change." He went on up through the cashier's department, has since been manager of the provision department and of the foreign department, and is now senior vice president,

a director and member of the executive committee. He is famous as a provision authority and a trader with whom it is a pleasure to do business.

All famous people have hobbies. Clarence says his hobby is casings. "I'd rather sell a tierce of selected 33/35's at \$2.50 than to receive a gold medal," he says. "Do you know anybody that wants any?" Casings selection is an art, and as Clarence is an artist, that may account for his hobby. In politics and religion he says he is a 50-50 Republican and a 50-50 Presbyterian, paraphrasing Samuel Johnson. He is also brave enough to admit that he is a Hooverite, which is a credit to his common sense as well as his ability to judge men.

Further indication of his courage is his admission that his fame rests chiefly on his hair (see picture). Readily admitting his age, he is proud of the fact that he wears a wig "which in quantity would do credit to a first-class corn doctor." He takes no stock in the saying that "you can't have hair and brains both," and he has proved it by statistics. He will get his 50-year button at the next Institute convention, even if he prefers selling casings to getting a gold medal.

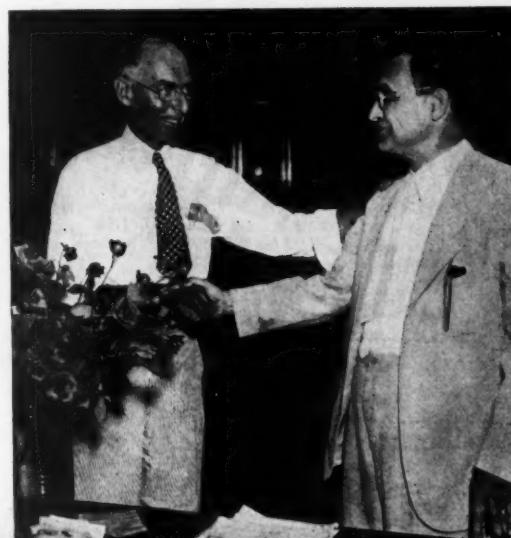
### New York News Notes

J. M. Sagert, dressed beef department, Armour and Company, Chicago, was a visitor to New York last week.

W. J. Wilson, lamb department,

### FIFTY YEARS OF FUN

Clarence H. Keehn, first vice president, Kingan & Co., gets a bouquet from president "Dick" Sinclair on the occasion of his 50th anniversary as a Kingan employee.





## HOW to cut the MOST PROFIT out of a hog

**\$6.25  
POSTPAID**

Foreign: U. S. Funds  
Flexible Leather,  
\$1.00 extra.

is a day-to-day problem that requires not only careful study of markets, but also full knowledge of how to find profits in a particular market situation. "PORK PACKING" contains many tests which will show whether you are cutting up the hog to yield the most profit. Filled from cover to cover with practical answers to pork packing problems, this 360-page volume will quickly repay you its cost many times over. Order your copy today.

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THE MEAT PACKING INDUSTRY

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CONSULTING ENGINEERS

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Chicago, Ill.

1270 Broadway  
New York City, N. Y.

The National Provisioner

United Dressed Beef Company, is spending his vacation motoring through New Hampshire.

Albert C. Nagle, treasurer, Hugo Nagle, Inc., Brooklyn meat packers, is on an extended tour of Europe and will not return to the United States until October.

J. J. Wilke, margarine department, W. H. Moore, tax department, and Ted Tod, advertising department, Wilson & Co., Chicago, were visitors to New York last week.

### Countrywide News Notes

F. A. Danielson, general manager, Carstens Packing Co., Tacoma, Wash., has been elected president of the company, succeeding R. W. Sutcliffe, who is retiring from active participation in the business. Mr. Sutcliffe is a cattleman with other business interests who became head of the company several years ago, but who has not given his personal attention to the packing business for some time. Meanwhile Fred Danielson, who is one of the best-known packinghouse men in the industry, with a wide circle of friends throughout the country, has been in charge as general manager and is now made president. The company has made constant advances under his management, particularly in its merchandising activities.



F. A. DANIELSON

J. T. McMillan, of St. Paul, Minn., who has been with Wilson & Co. for some time, has been made general superintendent of the Wilson plant at Cedar Rapids, Ia. He succeeds A. J. Lenz, who returns to duty in the general superintendent's office at Chicago, where his family resides.

B. L. Lamb, formerly district manager for the Cudahy Packing Co. at McKeesport, Pa., has been made sales manager for the Memphis district of the company. The district includes branches, in addition to Memphis, at Little Rock, Alexandria, Mobile, Monroe, New Orleans, Pensacola, Shreveport and Vicksburg. Mr. Lamb succeeds R. J. Joucken, who was made sales manager at New Orleans.

A. E. Klubnink Packing Co., Los Angeles, Calif., is spending approximately \$30,000 in enlarging its killing floor and cooler capacity, installing the latest equipment and methods in both departments.

Aberdeen, S. Dak., is planning a city ordinance to supplement federal inspection of meat, under which no meat except that having passed federal or city inspection would be sold.



### FROM BEANTOWN TO BROADWAY

When district manager Geo. E. Mitchell left Boston after 27 years service in the territory to take charge of Swift & Company's New York area he was given a farewell dinner, at which speakers included George H. Swift, general branch house manager R. H. Gifford, J. H. McManus and others, with the famous "Jimmy" Rose as toastmaster. LEFT TO RIGHT.—Geo. E. Mitchell, Mrs. Mitchell, toastmaster James E. Rose.

New stockyards of John Morrell & Co., Topeka, Kans., are nearing completion. Four scales of varying capacity are provided, each readily accessible to scalers operating behind screened enclosures but allowing full view of weighing operations by the seller. Manager R. M. Owthwaite feels that when the yards are finally completed they will be second to none of their size in the country. Facilities are provided for up-to-the-minute market reports for the benefit of those marketing livestock.

East St. Louis packers were generous buyers of hogs exhibited in the fifth annual Vocational Agriculture Swine

Show at National Stock Yards, Ill., consisting of some 900 head. American Packing Co. bought the champion pen of the show at \$13.50 per cwt. and the champion carlot at \$12.00. Heil Packing Co. bought breed champion pens at \$11.75 and \$11.85 respectively. Krey Packing Co., Armour and Company and Hunter Packing Co. were buyers of other lots.

Geo. A. Hormel & Co., Austin, Minn., bought more than twice as many baby beeves exhibited at the recent Iowa State Fair as any other purchaser, totaling 109 head, at prices ranging from \$14.25 to \$20.00 per cwt., with bulk at \$18.00. Rath Packing Co., Waterloo, Iowa, bought 51 head at prices ranging from \$15.25 to \$25.00 per cwt. Iowa Packing Co., Des Moines, bought the grand champion at 51c per pound for a local restaurant.

Arnpope Meat Co., Modesto, Calif., has built an addition to its packing plant and plans to manufacture sausage on a large scale. The new sausage department has been equipped entirely with "Buffalo" machines, plans being made with the assistance of W. F. Mueller, Pacific Coast representative of John E. Smith's Sons Co.

Norton Packing Co., Norton, Kan., under the management of A. Zuspann, began operations recently, supplying the local territory with fresh meat, sausage and other meat products. Slaughtering is being conducted outside the city limits, with storage and sale within the city.

Procter & Gamble Co. have plans for an addition to their shortening plant at Long Beach, Cal., to cost approximately \$1,000,000 and which will double the capacity of the plant.

Baltimore Markets, Inc., Philadelphia, Pa., have occupied their new general offices and warehouse at 31st and Jefferson sts.



### TALKING SHOP

While spending a week-end at a Wisconsin lake the Editor meets vice president M. C. Phillips of Griffith Laboratories. Do they talk fishing or golf? They do not! Cures and seasoning seemed to make more interesting summer conversation.

## PRODUCE MARKETS

	BUTTER.	
	Chicago.	New York.
Creamery (92 score).....	@33½	@34½
Creamery (90-91 score).....	30% @31½	34 @34½
Creamery firsts (88-90 score).....	31 @31½	@32
EGGS.		
Extra firsts .....	21 @21%	
Firsts, fresh .....	20½ @21%	21 @21%
Standards .....		@23%

	LIVE POULTRY.	
Fowls .....	12 @22½	17 @20
Fryers .....	21 @23	
Springs .....	21 @23	
Broilers .....	17 @23	23 @23
Turkeys .....	15 @17	12 @20
Ducks .....	11 @18	15 @17
Geese .....	10 @18	8 @13

	DRESSED POULTRY.	
Chickens, 36-42, fresh.....	@25½	@26
Chickens, 43-54, fresh.....	26½ @25	26½ @23
Chickens, 55 & up, fresh.....	26½ @25	@30
Fowls, 31-47, fresh.....	20 @23	21 @24
48-59, fresh.....	24½ @25	25½ @26
60 and up, fresh.....	@26	@27

## BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended Sept. 2, 1937:

	Aug. 27.	28.	30.	31.	Sept. 1	2.
Chicago .....	33	33	33	33	33½	33½
New York .....	34½	34½	33½	34	34	34½-34½
Boston .....	34½	34½	34½	34½	34½	34½
Phila. ....	34½	34½	34½	34½	34½	35
San. Fran. ....	35½	35½	35½	35½	35½	35

Wholesale prices carlots—fresh centralized—90 score at Chicago:

	-32½	-32½	32-	32½	32½	32½
This week.						

	This week.	Last week.	Last year.	Since Jan. 1—
Chgo. ....	41,830	46,057	37,708	2,391,525 2,236,409
N. Y. ....	38,029	40,386	40,380	2,262,832 2,391,497
Boston ....	18,175	16,495	20,705	813,984 818,054
Phila. ....	11,797	13,020	15,984	700,083 738,808
Total	100,831	115,988	114,907	6,170,424 6,184,268

	Cold storage movement (lbs.):		
	In Sept. 2.	Out Sept. 2.	On hand Sept. 3.
Chicago ...	151,545	142,752	35,168,383
New York ...	137,550	394,673	11,737,075
Boston ...	51,800	87,650	5,215,597
Phila. ....	81,048	148,300	2,623,518
Total	421,943	723,375	54,744,573
			45,030,391

## NEWS OF THE RETAILERS

F. J. Flattery, Inc., has been chartered to engage in meat business at 1495 E. Kirby ave., Detroit, Mich.

Leghorn & Berry, Arlington, Ore., have sold meat business to Safeway Stores, Inc.

Frank Pulford has sold meat business in Spokane, Wash., to Harry Thierry.

John Lee has engaged in meat business at 1735 Fillmore st., San Francisco, Cal.

John Lahaki, meat dealer, Forest Lake, Minn., is erecting building containing three stores, one of which he will occupy with meat market.

John D. Hartog, meat dealer, sold out to L. H. Akers, Oskaloosa, Ia.

O. W. Swanson, grocer, has added meat department to his store, at Scottsbluff, Neb.

Fred Loch will open meat market at 1900 W. Chambers st., Milwaukee, Wis.

Ed Reeser will move meat market to South Main st., Farmer City, Ill.

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on September 9, 1937:

FRESH BEEF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, 300-500 lbs.:				
Choice .....	\$23.00 @25.00			
Good .....	17.50 @23.00			
Medium .....	12.00 @17.50			
Common (plain) .....	10.00 @12.00			
STEERS, 500-600 lbs.:				
Prime .....	23.00 @25.00			
Choice .....	17.50 @23.00			
Good .....	12.00 @17.50			
Medium .....	10.00 @12.00	14.00 @16.00	12.50 @15.00	
STEERS, 600-700 lbs.:				
Prime .....	24.00 @25.00			
Choice .....	19.00 @24.00			
Good .....	14.00 @19.00			
STEERS, 700 lbs. up:				
Prime .....	26.00 @27.00			
Choice .....	24.00 @25.00			
Good .....	19.50 @19.00			
COWS:				

Choice .....	12.00 @14.00	14.00 @15.00	14.50 @16.00	12.00 @14.00
Good .....	10.00 @12.00	12.00 @14.00	12.50 @14.50	11.00 @12.00
Medium (plain) .....	9.00 @10.00	11.00 @12.00	11.50 @12.50	10.00 @11.00

FRESH VEAL and CALF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
VEAL:				
Choice .....	17.00 @18.00	19.00 @20.00	19.00 @20.00	18.00 @19.00
Good .....	16.00 @17.00	17.00 @19.00	16.50 @19.00	16.00 @18.00
Medium .....	14.00 @16.00	15.00 @17.00	14.50 @16.50	14.50 @16.00
Common (plain) .....	13.00 @14.00	13.50 @15.00	13.50 @14.50	13.00 @14.50
CALF'S:				
Good .....	18.00 @14.00			14.50 @15.50
Medium .....	12.00 @13.00			13.50 @14.50
Common (plain) .....	11.00 @12.00			12.50 @13.50

FRESH LAMB and MUTTON:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
SPRING LAMB, 38 lbs. down:				
Choice .....	20.00 @21.00	22.00 @23.00	22.50 @23.50	21.00 @22.00
Good .....	19.00 @20.00	20.00 @22.00	21.00 @22.50	20.00 @21.00
Medium .....	17.00 @19.00	18.00 @20.00	18.50 @21.00	18.00 @20.00
Common (plain) .....	15.00 @17.00	16.00 @18.00	17.00 @18.50	
SPRING LAMB, 39-45 lbs.:				
Choice .....	20.00 @21.00	22.00 @23.00	22.50 @23.50	21.00 @22.00
Good .....	19.00 @20.00	20.00 @22.00	21.00 @22.50	20.00 @21.00
Medium .....	17.00 @19.00	18.00 @20.00	18.50 @21.00	18.00 @20.00
Common (plain) .....	15.00 @17.00	16.00 @18.00	17.00 @18.50	
SPRING LAMB, 46-55 lbs.:				
Choice .....	20.00 @21.00	21.00 @22.00	22.00 @23.00	21.00 @22.00
Good .....	19.00 @20.00	19.00 @21.00	21.00 @22.00	20.00 @21.00
MUTTON, Ewe, 70 lbs. down:				
Good .....	8.00 @ 9.00	9.50 @ 11.00	8.50 @ 10.00	
Medium .....	6.50 @ 8.00	8.00 @ 9.50	7.50 @ 9.00	
Common (plain) .....	5.50 @ 6.50	6.00 @ 8.00	6.00 @ 7.50	

FRESH PORK CUTS:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
LOINS:				
8-10 lbs. av. ....	25.00 @27.00	26.00 @27.00	25.50 @27.00	25.00 @27.00
10-12 lbs. av. ....	24.00 @26.00	23.50 @26.50	23.00 @26.00	23.00 @26.00
12-15 lbs. av. ....	21.50 @24.00	23.00 @25.00	23.00 @24.00	23.00 @24.00
16-22 lbs. av. ....	18.00 @19.50	20.00 @22.00	20.00 @21.00	20.00 @21.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lb. av. ....	19.00 @20.00		19.50 @21.00	
PICNICS:				
6-8 lb. av. ....		20.00 @21.00		
BUTTS, Boston Style:				
4-8 lb. av. ....	22.00 @24.50		23.50 @24.50	22.00 @24.00
SPARE RIBS:				
Half Sheets .....	16.50 @18.50			
TRIMMINGS:				
Regular .....	14.50 @15.00			

<sup>1</sup>Includes heifers, 450 lbs. down, at Chicago. <sup>2</sup>Includes "skin on" at New York and Chicago. <sup>3</sup>Includes sides at Boston and Philadelphia.

Frank Hermer is meat manager at new National Tea Co. store at Rice Lake, Wis.

William Hoepner and son sold meat market at Luverne, Ia., to Loof brotters.

Ward Lockwood, Inc., has engaged in retail and wholesale meat business at Broadway Market, Detroit, Mich.

George Beck & Son have succeeded Beck & Rhodes in meat business in Carson City, Mich.

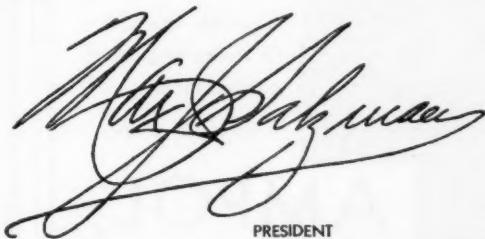


## We don't quite know how to say it!

We have been trying to think of some message which would adequately express our appreciation to all our friends, would show them just how we feel about the fine way they have received Salzman Casings during the past year.

### *It's the Second Birthday* OF SALZMAN CASINGS CORPORATION

We do want to thank you, however. And we want to repeat the promise we have made to you in the past—to serve you as you would like to be served, with the kind and type of casings you need to assure consumer satisfaction and insure sausage profits.



PRESIDENT

**SALZMAN Casings Corp.**  
4021 Normal Ave. Chicago, Illinois

"SAUSAGE: Finer Tasting in Natural Casings"

*Investigate* WHAT THESE PACKERS OFFER

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HAMS—BACON  
DRIED BEEF



HYGRADE

Beef—Veal  
Lamb—Sausage

*HYGRADE'S Original WEST VIRGINIA HAM*

HYGRADE FOOD PRODUCTS CORP.

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Superb Quality  
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SHIPPERS OF STRAIGHT AND MIXED CARS OF

**BEEF - PORK - SAUSAGE - PROVISIONS**  
**BUFFALO - OMAHA - WICHITA**

**THE P. BRENNAN COMPANY**

UNION STOCK YARDS: CHICAGO, ILLINOIS

offers you

STRAIGHT OR MIXED CARS OF

**PORK PRODUCTS**

Wilmington Provision Company

**TOWER BRAND MEATS**

Slaughterers of Cattle, Hogs,  
Lambs and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

**Arbogast & Bastian Company**

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF  
CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

### Carcass Beef

	Week ended Sept. 8, 1937.	Cor. week, 1936.
Prime native steers—		
400-600	25½ @ 26	15% @ 16
600-	26 @ 26½	15 @ 15½
800-1000	26½ @ 26½	14 @ 14
Good native steers—		
400-600	24½ @ 25	15 @ 15½
600-800	24½ @ 25	14 @ 15
800-1000	24½ @ 25	13½ @ 14
Medium steers—		
400-600	21½ @ 22	14½ @ 15
600-800	21½ @ 22	13
800-1000	21½ @ 22	13½ @ 14
Heifers, good, 400-600	21 @ 22½	14½ @ 15
Cows, 400-600	11 @ 13½	9½
Hind quarters, choice	33	20
Fore quarters, choice	19½	11½

### Beef Cuts

Steer loins, prime.....	@ 53	@ 31
Steer loins, No. 1.....	@ 46	@ 29
Steer loins, No. 2.....	@ 40	@ 28
Steer short loins, prime.....	@ 68	@ 42
Steer short loins No. 1.....	@ 55	@ 34
Steer short loins, No. 2.....	@ 44	@ 33
Steer loin ends (hips).....	@ 37	@ 24
Steer loin ends, No. 2.....	@ 36	@ 23
Cow loins.....	@ 24	@ 17
Cow short loins.....	@ 30	@ 18
Cow loin ends (hips).....	@ 18	@ 15
Steer ribs, prime.....	@ 38	@ 19
Steer ribs, No. 1.....	@ 36	@ 17
Steer ribs, No. 2.....	@ 33	@ 16
Cow ribs, No. 2.....	@ 18	@ 10½
Cow ribs, No. 3.....	@ 12	@ 10
Steer rounds, prime.....	@ 25	@ 15½
Steer rounds, No. 1.....	@ 22	@ 15
Steer rounds, No. 2.....	@ 21	@ 14½
Steer chuck, prime.....	@ 20	@ 11
Steer chuck, No. 1.....	@ 18	@ 10
Steer chuck, No. 2.....	@ 17	@ 9½
Cow rounds.....	@ 12½	@ 12½
Cow chuck.....	@ 11	@ 8
Steer plates.....	@ 15	@ 8
Medium plates.....	@ 15	7½
Brisket, No. 1.....	@ 22	@ 11½
Steer naval ends.....	@ 13	@ 7
Fore shanks.....	@ 10	@ 6½
Hind shanks.....	@ 8	@ 5
Strip loins, No. 1, bals.....	@ 80	@ 50
Strip loins, No. 2.....	@ 58	@ 40
Sirloin butts, No. 1.....	@ 40	@ 30
Sirloin butts, No. 2.....	@ 24	@ 20
Beef tenderloins, No. 1.....	@ 80	@ 60
Beef tenderloins, No. 2.....	@ 65	@ 45
Rump butts.....	@ 13	@ 11
Flank steaks.....	@ 24	@ 18
Shoulder chops.....	@ 14%	@ 12½
Hanging tenderloins.....	@ 18	@ 12
Inside green, 6@8 lbs.....	@ 14½	@ 14½
Outsides, green, 5@6 lbs.....	@ 13½	@ 14
Knuckles, green, 5@6 lbs.....	@ 14½	@ 14

### Beef Products

Brains (per lb.).....	@ 8	@ 7
Hearts.....	@ 11	@ 10
Tongues.....	@ 19	@ 18
Sweetbreads.....	@ 19	@ 15
Ox-tail, per lb.....	@ 10	@ 7
Fresh tripe, plain.....	@ 9	@ 9
Fresh tripe, H. C.....	@ 11½	@ 11½
Livers.....	@ 19	@ 18
Kidneys, per lb.....	@ 9	@ 10

### Veal

Choice carcass.....	17	19
Good carcass.....	13	10
Good saddles.....	20	22
Good racks.....	11	14
Medium racks.....	10	11

### Veal Products

Brains, each.....	@ 9	@ 9½
Sweetbreads.....	@ 35	@ 35
Calf livers.....	@ 35	@ 35

### Lamb

Choice lambs.....	@ 20	20 @ 21
Medium lambs.....	@ 18	@ 18
Choice mutton.....	@ 24	@ 23
Medium saddles.....	@ 22	@ 21
Choice foars.....	@ 16	@ 18
Medium foars.....	@ 15	@ 16
Lamb fries, per lb.....	@ 30	@ 25
Lamb tongues, per lb.....	@ 15	@ 15
Lamb kidneys, per lb.....	@ 20	@ 20

### Mutton

Heavy sheep.....	@ 6	@ 6
Light sheep.....	@ 8	@ 9
Heavy saddles.....	@ 8	@ 7
Light saddles.....	@ 10	@ 12
Heavy foars.....	@ 4	@ 3½
Light foars.....	@ 7	@ 7
Mutton legs.....	@ 12	@ 12
Mutton loins.....	@ 8	@ 8
Mutton stew.....	@ 5	@ 5
Sheep tongues, per lb.....	@ 12½	@ 12½
Sheep heads, each.....	@ 14	@ 10

Week Ending September 11, 1937

### Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.....	@ 26	@ 27
Picnics.....	@ 18	@ 17½
Skinned shoulders.....	@ 19	@ 17½
Tenderloins.....	@ 38	@ 32
Spare ribs.....	@ 17	@ 16
Back fat.....	@ 16	@ 13
Boston butts.....	@ 23	@ 22
Boneless butts, cellar trim, 2@4.....	@ 27	@ 27
Hocks.....	@ 12	@ 10
Tails.....	@ 12	@ 9
Neck bones.....	@ 6	@ 6
Slip bones.....	@ 13	@ 13
Blade bones.....	@ 15½	@ 12½
Pigs' feet.....	@ 6	@ 5
Kidneys, per lb.....	@ 10	@ 9
Livers.....	@ 13	@ 10
Brains.....	@ 9	@ 8
Ears.....	@ 6	@ 6
Snouts.....	@ 10	@ 9
Heads.....	@ 10	@ 8
Chitterlings.....	@ 6	@ 6

### DRY SALT MEATS

Clear bellies, 14@16 lbs.....	@ 16½	
Clear bellies, 18@20 lbs.....	@ 16½	
Rib bellies, 25@30 lbs.....	@ 16½	
Fat backs, 10@12 lbs.....	@ 16½	
Fat backs, 14@16 lbs.....	@ 16½	
Regular plates.....	@ 15½	@ 14½
Jowl butts.....		

### WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper.....	27	@ 28
Fancy skd. hams, 14@16 lbs., parchment paper.....	28	@ 29
Standard reg. hams, 14@16 lbs., plain.....	25	@ 26
Picnics, 4@8 lbs., short shank, plain.....	22½ @ 23½	
Picnics, 4@8 lbs., long shank, plain.....	21½ @ 22½	
Fancy bacon, 6@8 lbs., parchment paper.....	32	@ 33
Standard bacon, 6@8 lbs., plain.....	28½ @ 29½	
No. 1 beef sets, smoked.....		
Insides, 8@12 lbs.....	27	@ 28
Oxtail, 5@9 lbs.....	25	@ 26
Knuckles, 5@9 lbs.....	25	@ 26
Cooked ham, choice, skin on, fatted.....	@ 42½	
Cooked ham, choice, skinless, fatted.....	@ 45	
Cooked picnics, skin on, fatted.....	@ 31	
Cooked picnics, skinned, fatted.....	@ 32	

### BARRELED PORK AND BEEF

Mess pork, regular.....	@ 34.00	
Family back pork, 24 to 34 pieces.....	@ 38.00	
Family back pork, 35 to 45 pieces.....	@ 38.00	
Clear back pork, 40 to 50 pieces.....	@ 35.00	
Clear plate pork, 25 to 35 pieces.....	@ 31.50	
Bean pork.....	@ 35.00	
Brisket pork.....	@ 35.00	
Plate beef.....	@ 24.00	
Extra plate beef, 200-lb. bbls.....	@ 25.00	

### VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.....	\$21.00	
Lamb tongue, short cut, 200-lb. bbl.....	60.00	
Regular tripe, 200-lb. bbl.....	26.00	
Honeycomb tripe, 200-lb. bbl.....	29.50	
Pocket honeycomb tripe, 200-lb. bbl.....	31.00	

### LARD

Prime steam, cash, Bd. trade.....	@ 10.50	
Prime steam, loose, Bd. trade.....	@ 10.90	
Refined lard, tierces, f.o.b. Chgo.....	@ 12½	
Kettle rend., tierces, f.o.b. Chgo.....	@ 13½	
Leaf, kettle rendered, tierces, f.o.b. Chicago.....	@ 13%	
Neutral, tierces, f.o.b. Chicago.....	@ 14½	
Compound, veg., tierces, c.a.f. ....	@ 10½	

### OLEO OIL AND STEARINE

Extra oleo oil.....	12½ @ 12½	
Prime No. 2 oleo oil.....	11½ @ 12	
Prime oleo stearine, edible.....	8½ @ 8½	

### VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt.....	@ 6½	
White deodorized, in bbls., f.o.b. Chgo.....	9½ @ 10	
Yellow, deodorized.....	9½ @ 10	
Soap stock, 50% f.t.s., f.o.b. mills.....	1½ @ 2	
Soya bean oil, f.o.b. mills.....	6 @ 6½	
Corn oil, in tanks, f.o.b. mills.....	7 @ 7½	
Coconut oil, sellers' tanks, f.o.b. coast.....	@ 4	
Refined in bbls., f.o.b. Chicago.....	nom. 10	
White domestic vegetable margarine.....	@ 15	
White animal fat margarine, in 1 lb. cartons, rolls or prints.....	@ 15	
Nut, 1-lb. cartons.....	6½ @ 11½	
Puff paste (water churned), (milk churned).....	@ 14	
	14½	

### DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton.....	@ 31	
Country style sausage, fresh in link.....	23½	
Country style sausage, smoked.....	28½	
Frankfurters, in sheep casings.....	25½	
Frankfurters, in hog casings.....	23½	
Bologna in beef bungs, choice.....	19½	
Bologna in beef bungs, choice.....	19½	
Liver sausage in beef rounds.....	20½	
Liver sausage in hog bungs.....	21½	
Smoked liver sausage in hog bungs.....	21½	
Herrings, choice.....	24	
New England luncheon specialty.....	24½	
Minced luncheon specialty, choice.....	24	
Tongue sausage.....	20½	
Blood sausage.....	19½	
Souse.....	20	
Polish sausage.....	24½	

### DRY SAUSAGE

Cervelat, choice, in hog bungs.....	@ 44	
Thuringer cervelat.....	24	
Farmer.....	32	
Holsteiner.....	29	
B.C. salami, choice.....	40	
B.C. salami, new condition.....	24	
Frises, choice, in hog middles.....	40	
Genoa style salami, choice.....	48	
Pepperoni.....	38	
Mortadella, new condition.....	22	
Caciocavallo.....	50	
Italian style hams.....	40	
Virginia hams.....	46	

### SAUSAGE IN OIL

Bologna style sausage, in

*Investigate* WHAT THESE PACKERS OFFER

## Hunter Packing Company

East St. Louis, Illinois



Straight and Mixed Cars  
of Beef and Provisions

NEW YORK OFFICE  
410 W. 14th Street

REPRESENTATIVES:  
Wm. G. Joyce, Boston  
F. C. Rogers, Inc., Philadelphia

**HORMEL**  
GOOD FOOD

Main Office and Packing Plant  
Austin, Minnesota

## THE E. KAHN'S SONS CO. CINCINNATI, O.

**"AMERICAN BEAUTY"**  
**HAMS AND BACON**

Straight and Mixed Cars of Beef,  
Veal, Lamb and Provisions

Represented by

NEW YORK PHILADELPHIA WASHINGTON BOSTON  
H. L. Woodruff W. C. Ford Clayton P. Lee P. G. Gray Co.  
437 W. 13th St. 38 N. Delaware Av. 1108 F. St. S. W. 148 State St.

★ **ESSKAY** ★  
**QUALITY**

**BEEF • BACON • SAUSAGE • LAMB  
VEAL • SHORTENING • PORK • HAM**

The WM. SCHLUEDERBERG-T. J. KURDLE CO.

NEW YORK, N. Y.  
408 WEST 14th STREET

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PHILADELPHIA, PA.  
713 CALLOW HILL ST.

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317 E. Campbell Ave.

*Rath's*  
*from the Land O' Corn*

BLACK HAWK HAMS AND BACON

PORK - BEEF - VEAL - LAMB

Straight and Mixed Cars of Packing House Products

THE RATH PACKING CO.

WATERLOO, IOWA

## Superior Packing Co.

Price      Quality      Service



Chicago

St. Paul

**DRESSED BEEF  
BONELESS BEEF and VEAL**

Carlots

Barrel Lots

*Partridge*  
PORK PRODUCTS—SINCE 1876  
The H. H. MEYER PACKING CO.

Cincinnati, Ohio

**Vogt's** Liberty  
Bell Brand  
Hams—Bacon—Sausages—Lard—Scrapple  
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

## Chicago Markets

(Continued from page 47.)

### SPICES

Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.	Per lb.	Per lb.
Allspice, Prime	16	17½		
Refined	16½	18		
Chili Pepper, Fancy	..	23½		
Chili Powder, Fancy	..	22		
Cloves, Amboyna	27	31		
Madagascar	18½	22		
Zanzibar	21	24½		
Ginger, Jamaica	18½	20		
African	17	19		
Mace, Fancy Banda	65	70		
East India	60	65		
E. I. & W. I. Blend	..	60		
Mustard Flour, Fancy	..	22½		
No. 1	18	20		
Nutmeg, Fancy Banda	..	28		
East India	..	22		
E. I. & W. I. Blend	19½	22		
Paprika, Extra Fancy	29	32		
Fancy	28	32		
Hungarian, Fancy	24	28		
Peppermint Sweet Red Pepper	28½	32		
Pimento (220-lb. bbls.)	28½	32		
Pepper, Cayenne	..	23		
Red Pepper, No. 1	17½	18		
Pepper, Black Aleppy	10½	12		
Black Lampong	7½	9		
Black Telli Cherry	10½	12		
White Java Muntok	12	13		
White Singapore	11	12½		
White Packers	..	12		

### SEEDS AND HERBS

	Ground for Whole.	Sausage.
Caraway Seed	9	11
Celery Seed, French	21½	25½
Comino Seed	11½	14
Coriander Morocco Bleached	10	12
Coriander Morocco Natural No. 1	3½	10
Mustard Seed, Cal. Yellow	9	12½
American	8	11½
Marjoram, French	19	23
Oregano	13	16
Sage, Dalmatian Fancy	8½	10
Dalmatian No. 1	8	9½

### SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.	@.18
Domestic rounds, 140 pack.	.62
Export rounds, wide.	.62
Export rounds, medium.	.25
Export rounds, narrow.	.40
No. 1 weasands.	.04½
No. 2 weasands.	.04
No. 1 bungs.	.18
No. 2 bungs.	.15
Middles, regular.	.37
Middles, select, wide, 26½ in.	.45
Middles, select, extra wide, 2½ in.	.45
and over	.90
Dried bladders:	
12-15 in. wide, flat.	.75
10-12 in. wide, flat.	.65
8-10 in. wide, flat.	.40
6-8 in. wide, flat.	.30
Hog casings:	
Narrow, per 100 yds.	2.30
Narrow, special, per 100 yds.	2.20
Medium, regular	2.00
English medium	1.85
Wide, per 100 yds.	1.35
Extra wide, per 100 yds.	1.20
Export bungs	.26
Large prime bungs	.21
Medium prime bungs	.15
Small prime bungs	.10½
Middles, per sets	.18
Stomachs	.11

Susie Sausage says:-



## NEW YORK MARKET PRICES

### LIVE CATTLE

	Steers, medium	Steers, common to medium	Cows, medium to good	Cows, common to medium	Cows, low cutter to cutter	Bulls, sausage	Bulls, cutter to medium
	\$12.50 @ 13.25	\$11.00 @ 11.25	\$8.50 @ 9.00	\$6.25 @ 8.25	\$4.00 @ 6.00	\$5.00 @ 7.00	\$7.50 @ 7.00

### LIVE CALVES

	Vealers, choice	Vealers, good to choice	Vealers, medium	Vealers, cull and common	Calves, medium and good
	\$ @ 13.50	\$12.00 @ 13.50	\$10.00 @ 11.50	\$8.50 @ 9.50	\$8.75 @ 9.25

### LIVE HOGS

	Hogs, good to choice, 180-210 lb.	Sows, medium to good
	\$ @ 11.75	9.00 @ 9.25

### LIVE LAMBS

	Lambs, good to choice	Lambs, good	Lambs, medium	Lambs, cull and common	Ewes, shorn, good
	\$ @ 12.00	11.75 @ 11.85	\$11.25 @ 11.25	\$10.00 @ 7.50	\$2.50 @ 5.00

### DRESSED BEEF

	City Dressed.	Western Dressed Beef.

	Western.	City.
No. 1 ribs.	33 @ 35	35 @ 38
No. 2 ribs.	30 @ 32	31 @ 34
No. 3 ribs.	22 @ 26	26 @ 30
No. 1 loins.	45 @ 48	46 @ 52
No. 2 loins.	35 @ 40	40 @ 44
No. 3 loins.	30 @ 32	30 @ 34
No. 1 hams and ribs.	30 @ 32	30 @ 33
No. 2 hams and ribs.	24 @ 28	27 @ 29
No. 1 rounds.	22 @ 23	22 @ 23
No. 2 rounds.	22 @ 21	21 @ 22
No. 3 rounds.	19 @ 20	19 @ 20
No. 1 chuck.	22 @ 24	23 @ 25
No. 2 chuck.	20 @ 21	22 @ 22
No. 3 chuck.	19 @ 20	21 @ 21
Bologna.	11½ @ 12½	
Rolls, reg. 6@8 lbs. av.	28 @ 25	
Rolls, reg. 4@6 lbs. av.	18 @ 20	
Tenderloins, 5@6 lbs. av.	50 @ 60	
Tenderloins, 5@6 lbs. av.	50 @ 60	
Shoulder clodds.	16 @ 18	

### DRESSED VEAL

	Good	Medium	Common
	18 @ 19		
	17 @ 18		
	16 @ 17		

	Lamb, spring, prime	Lamb, spring, good	Lamb, 38 lbs. down	Sheep, good	Sheep, medium
	22 @ 23	21 @ 22	16 @ 17	9 @ 11	7 @ 9

### DRESSED HOGS

	Hogs, good and choice (90-140 lbs.)
	\$17.00 @ 17.50

### FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	26
Pork tenderloins, fresh	28
Pork tenderloins, frozen	26
Shoulders, Western, 10@12 lbs. av.	22
Butts, boneless, Western	27
Bouts, boneless, Western	25
Hams, Western, fresh, 10@12 lbs. av.	23
Picnic hams, West. fresh, 6@8 lbs. av.	17
Pork trimmings, extra lean	22
Pork trimmings, regular 50% lean	17
Spareribs	27

### SMOKED MEATS

Regular hams, 8@10 lbs. av.	27½ @ 28½
Regular hams, 10@12 lbs. av.	27½ @ 28½
Regular hams, 12@14 lbs. av.	27 @ 28
Skinned hams, 10@12 lbs. av.	28½ @ 29
Skinned hams, 12@14 lbs. av.	28½ @ 29
Skinned hams, 16@18 lbs. av.	27½ @ 28
Skinned hams, 18@20 lbs. av.	26½ @ 27½
Picnics, 4@6 lbs. av.	24 @ 25
Picnics, 6@8 lbs. av.	23 @ 24
Bacon, boneless, Western	33 @ 34
Bacon, boneless, city	32 @ 33
Roullettes, 8@10 lbs. av.	24 @ 25
Beef tongue, light	62
Beef tongue, heavy	62

### FANCY MEATS

Fresh steer tongues, untrimmed	10c a pound
Fresh steer tongues, l. c. trimmed	28c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	12c a pound
Mutton kidneys	4c each
Livers, beef	29c a pound
Oxtails	14c a pound
Beef hanging tenders	25c a pound
Lamb fries	12c a pair

### BUTCHERS' FAT

Shop Fat	\$2.75 per cwt.
Breast Fat	3.50 per cwt.
Edible Suet	5.25 per cwt.
Inedible Suet	4.00 per cwt.

### GREEN CALFSKINS

5-9 9½-12½ 12½-14 14-18 18 up	per ton.
Prime No. 1 veals.	17 2.45 2.70 2.75 3.20
Prime No. 2 veals.	16 2.25 2.50 2.55 2.90
Buttermilk No. 1.	14 2.15 2.40 2.45 ...
Buttermilk No. 2.	13 2.00 2.25 2.30 ...
Branded gruby	7 1.15 1.30 1.35 1.60
Number 3	7 1.15 1.35 1.35 1.60

Round shins, heavy, delivered basis	\$80.00 @ \$85.00
Light, delivered basis	70.00 @ 75.00
Flat shins, heavy, delivered basis	67.00 @ 70.00
Light, delivered basis	65.00
Thighs, blades and buttocks	62.50
White hoofs	75.00
Black and striped hoofs	50.00

### COOPERAGE

(Prices at Chicago)

Ash pork barrels, black hoops	\$1.47½ @ 1.50
Ash pork barrels, galv. hoops	1.55 @ 1.75
Oak pork barrels, black hoops	1.87½ @ 1.40
Oak pork barrels, galv. hoops	1.45 @ 1.47½
White oak ham tierces	2.32½ @ 2.85
Red oak lard tierces	2.07½ @ 2.10
White oak lard tierces	2.17½ @ 2.20

Talk about original juices!  
That's what Bossy gives and  
I keep in my Natural Casings.

<div style="

# CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Men Wanted

### Superintendent

Young operating man with experience in beef, pork lard, rendering, curing, smoking and sausage processing, and who is able to handle men, wanted by growing Southern packer. Must understand quick curing and large quality sausage operations. Excellent opportunity for right man. W-873, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Bologna Kitchen Foreman

Wanted, bologna kitchen foreman for large Eastern house. Must be wide awake and thoroughly experienced in handling help. W-875, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Salesmen

To sell meat packinghouse machinery, equipment and butchers' supplies. Must be experienced and acquainted with trade and furnish bond and references. Drawing account against commission or salary arrangements to men selected. Write fully stating age and experience. W-865, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Salesmen

WANTED, high-class salesmen for nationally known concern. Manufacturers of Canned Meat, Dry Sausage and Cheese. Also large importers of Meat Products and Cheese. Must be aggressive, acquainted with wholesale trade greater New York. Have good following, good record, neat appearance, have ability. Write giving full particulars and salary expected. W-882, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

## Position Wanted

### Superintendent

New connection wanted by superintendent with supervision of two plants, slaughtering and processing. Beef and pork operations, poultry and produce and meat canning. Prefers personal interview. Wide experience. W-855, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausage Foreman

Position wanted by first-class sausage foreman with 20 years' experience manufacturing high-grade sausage, bologna, loaves; also curing and smoking, etc. Can handle labor, keep all records. Formerly foreman in large Eastern plant. Will furnish best references. W-868, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausagemaker

Capable of turning out complete line of sausage products, loaves, specialties, fancy cured meats, etc. Know how to get results. Will consider small proposition at moderate starting salary. Go anywhere. Prefer Western States or Pacific Coast. J. A. P., 7009 Denver Ave., Los Angeles, Calif.

### Rendering Foreman

All-around rendering man desires position. Can operate cooking with any tank system. Also expert Skinner. Not afraid of any kind of work. Experience 20 years. W-811, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Position Wanted

### Beef Salesman, Livestock Buyer

Beef salesman and livestock buyer would like to secure position with packer. Has been manager of beef department and small stock for largest packer in Canada for past 12 years. In full charge of buying process and selling. Age, 35. Will go anywhere. W-879, THE NATIONAL PROVISIONER, 407 S. Dearborn Street, Chicago, Illinois.

### Purchasing Agent

Purchasing agent or assistant desires change. Young married man with several years' experience buying packinghouse commodities. Would appreciate hearing from someone who has an opening. Can furnish good reference. W-876, THE NATIONAL PROVISIONER, 407 S. Dearborn Street, Chicago, Illinois.

### Sausage, Smoked Meat, Curing Supt.

Sausage, smoked meat and curing superintendent with 20 years' experience seeks position. Thorough knowledge of sausage and smoked meat production. Can make anything. Turn out work at minimum cost. Proficient at figuring costs. Prefer South. Good salesman. W-842, THE NATIONAL PROVISIONER, 407 S. Dearborn Street, Chicago, Illinois.

### Plant Superintendent

With years of active practical plant operating experience in all slaughtering, processing, manufacturing and production departments of plant. Know costs and yields. Can handle labor efficiently and produce results. Large and small plant experience as plant superintendent. References. W-878, THE NATIONAL PROVISIONER, 407 S. Dearborn Street, Chicago, Illinois.

### Supervisor or Asst. Supt.

Energetic young man, with general experience in all departments, seeks connection with small, medium or large independent packer as supervisor or assistant superintendent. W-862, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Business Opportunities

### Packinghouse and Abattoir

For sale or lease in San Francisco, packinghouse and abattoir for all livestock. Concrete brick buildings, power house, corrals. Main building two stories, basement 65,000 sq. ft. Equipped with machinery, smokehouses, coolers. FS-858, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Small Rendering Plant

Want to buy small rendering plant or hide and skin collecting business, or would consider buying part interest or accept position. Experienced hide and skin man. State full particulars, location, etc. Will go anywhere, but New York state or New Jersey preferred. W-877, THE NATIONAL PROVISIONER, 300 Madison Avenue, New York City.

### Small Packing Plant

For sale or lease, small packing plant at Childress, Texas, now operating. Good livestock and trade territory. Splendid opportunity for right man. Best crops in territory in ten years. Childress Packing Company, Inc., Childress, Texas.

## Equipment Wanted

### Gut Hasher and Washer

Wanted, one gut hasher and washer. Must be in good condition, either with or without motor. New Butler Rendering Company, 2867 N. 40th Street, Milwaukee, Wisconsin.

## Equipment for Sale

### Rebuilt Equipment for Sale

Meat Mixers 100- to 750-lb., Grinders of various sizes, Silent Cutters 19 to 40", Fat Cutters, Stuffers, Cookers, Lard Roll, Lard Cooling Tank, Shoulder Chopper, Can Fillers and Labelers, Kettles, Hammer Mills, Tanks, Pumps, Boilers, etc. Send us your inquiries and list of idle equipment. Loeb Equipment Supply Co., 904 N. Marshfield Ave., Chicago.

### Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine. Brownell boiler, Gem City boiler, Permutit water softener, cattle scale, track scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

### M & M Hog

For sale, one Mitt & Merrill, Style 13 C. D. Hog, complete with coupling and mounted on base; one 60-HP 3-phase, 60-cycle, 220-volt, A. C. motor, 1200 R. P. M. Both complete for \$1,000 F.O.B. Utica, N. Y. in first-class condition. FS-881, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Rebuilt Sausage Machinery for Sale

No. 43-B "BUFFALO" Silent Cutter  
No. 43-T "BUFFALO" Self-Emptying Silent Cutter  
No. 32 "BUFFALO" Silent Cutter  
No. 27 "BUFFALO" Silent Cutter  
500-lb. "BUFFALO" Stuffer  
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